Trade and Industry

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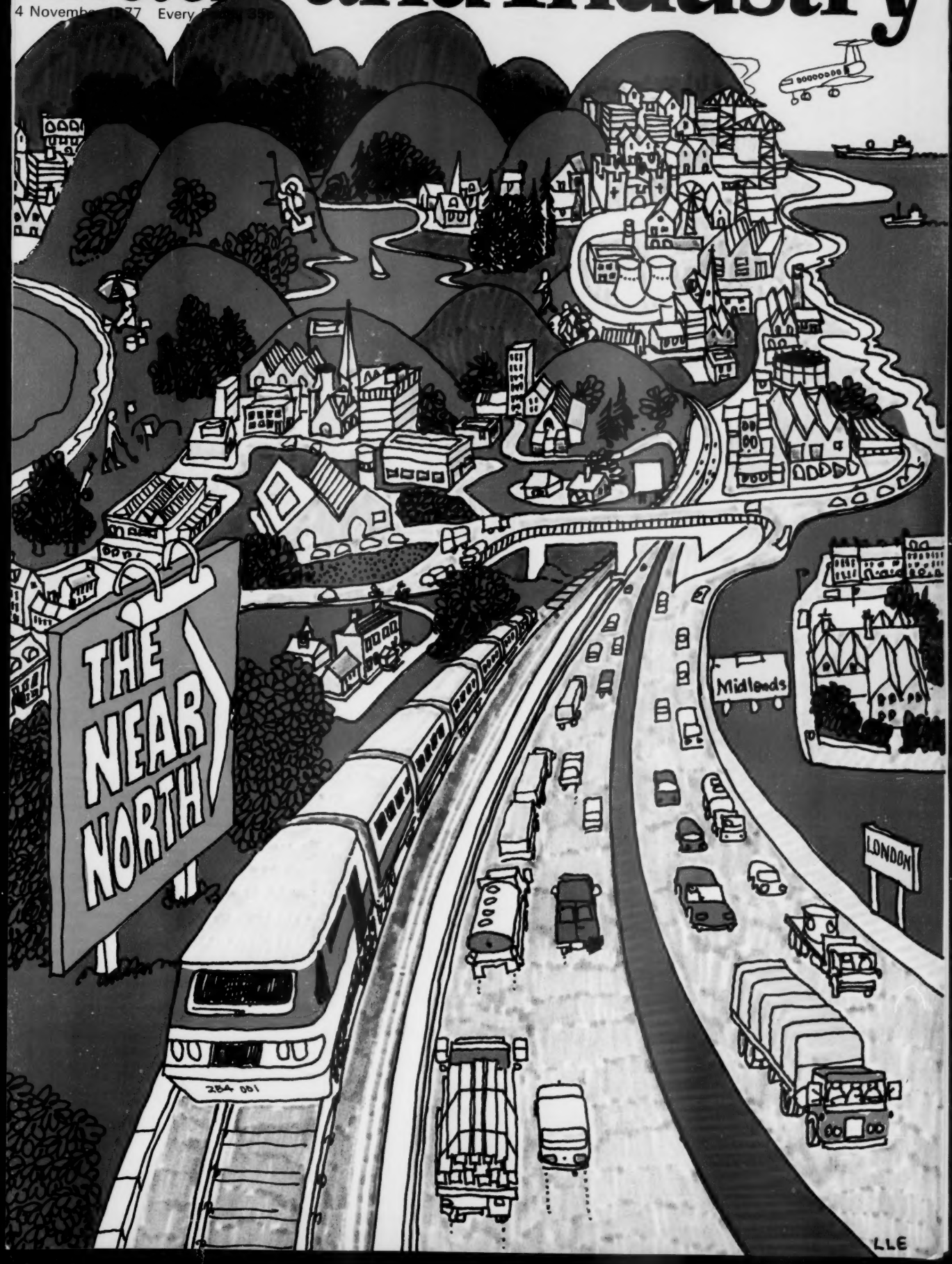

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Trade and Industry

4 November 1977

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Trade and Industry

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Editorial
Room 439 1 Victoria Street, London SW1H 0ET
Telex 8811074 answer back DT1HQ G LONDON

Editorial inquiries		01-215 5730
Managing editor	Alan Williams	01-215 3388
Editor	Gillian Samuel	01-215 5653 01-215 5654
Home news and technology	Peter Curtis Laura Kaufman	01-215 3019 01-215 5074
European community and overseas trade	Alex Mayne-Reid Geoff Heaford	01-215 3016 01-215 3006 01-215 5620
Art, pictures and statistics	Bob Priestley	01-215 3118
Business manager	John Bentley	01-215 5655
Assistant business manager	Jackie Stephens	01-215 5656
Circulation control	Christine Swinyard	01-215 5021

Advertisement department
13 Great James Street, London WC1 01-242 9478

Advertisement manager	Dudley Masters	
Deputy advertisement manager	Tom Barratt	
Northern manager	Allan Loftus	061-766 2191

11 Randale Drive, Bury Lancashire BL9 9HZ

Subscriptions: HMSO, PO Box 569, London SE1 01-928 6977 ext. 472

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The Near North: special report

centre pages

We apologise to readers for delays experienced in receiving copies of Trade and Industry. This is due to an industrial dispute at HMSO.

Trade and Industry this week

HOME

New corporate reporting requirements

Government plans for introducing new corporate reporting requirements, tailored to the size of the company concerned, were outlined to an Industrial Society conference on 31 October by Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping. The conference was held in London to discuss the Department of Trade's paper 'The Future of Company Reports' (see *Trade and Industry*, 5 August 1977).

Mr Clinton Davis said that the proposals suggest that only those companies employing more than 500 people, or with turnover exceeding £5 million, should be required to include all the proposed new statements in their accounts.

He reassured his audience that it was not in the government's mind to include companies below the threshold at some later date. For small companies managed by their owners and operating in a single location the present level of disclosure was arguably too high already.

Mr Clinton Davis stressed that there was no question of taking over from the accountancy profession its role in laying down accounting standards. The power to alter methods of accounting, as well as the contents of accounts, was being sought largely to enable the government to comply with the terms of the EEC's fourth directive on company accounts.

Nordic companies recommended to invest in UK

'There is no doubt that the UK is one country where one can achieve a successful investment', is the view of one respondent to a survey into the experience of Scandinavian companies manufacturing in the UK. Carried out for the Nordic Bank by Research Services Ltd, the survey showed that 80 per cent of the 30 companies interviewed considered that the business climate in the UK is going to improve and would recommend other companies to invest here.

Of the 30 companies, 23 put the overall costs of production as higher in the Nordic area than in the UK and none of the companies questioned had found that their total labour costs were higher in the UK. The cost of labour in Scandinavia was estimated by 19 companies to be currently about two-and-a-half times that in the UK. A lower productivity in the UK was claimed by 14 companies, as against 13 who found productivity the same or higher than in Scandinavia.

Copies of 'Survey into the Experiences of Manufacturing Subsidiaries of Scandinavian Companies in the United Kingdom' are available on receipt of a large stamped and addressed envelope from Mr F. Hazeel, Corporate Finance Dept, Nordic Bank Ltd, 41-43 Mincing Lane, London EC3R 7SP.

Road haulage prices to be examined . . .

The pricing structure of the road haulage industry throughout the country is being referred to the Price Commission.

Roy Hattersley, Secretary of State for Prices and Consumer Protection, announced on 31 October that he had directed the Price Commission to examine and report to him on charges within the road haulage industry and on costs and margins of persons providing these services.

Mr Hattersley said that he was concerned about the industry's cost and price structure and the likelihood that increased freight charges would ultimately affect a wide range of prices. A major factor affecting the industry's charges appeared to be wage costs, on which current developments would be relevant.

This examination is part of a programme being carried out by the Price Commission under the Price Commission Act 1977.

. . . and coal prices in west Wales

Gross profit margins of 14 coal distributors in the Preseli and south Pembrokeshire areas of west Wales are to be investigated by the Price Commission. The investigation follows a complaint to the commission's office for Wales and representation by the Welsh Consumer Council.

The commission has a statutory obligation to complete such investigations in three months and to make recommendations to the Secretary of State for Prices and Consumer Protection.

Representations on the investigation should be addressed to Mr G. S. Clark, Manager for Wales, Price Commission, 4th Floor, Westminster House. 95-97 St Mary's Street, Cardiff CF1 1DX, tel. Cardiff 41652/4.

Pound floats up

As a result of the government's decision on Monday (31 October) to stop holding down the exchange rate, the pound rose 6.33 cents against the US dollar on Monday to close at $1.8405, its highest level since May 1976.

Until July there had been a steady US dollar/sterling rate but since the dollar began to show less stability relative to other currencies the Treasury felt it was more appropriate to pay regard to the stability of sterling's effective exchange rate index against the currencies of the UK's main trading partners as a group.

Recently, the dollar had fallen sharply and, with the underlying confidence in sterling strong, the pound had attracted massive inflows of foreign currency. The government felt that a continuance of these inflows on a large scale could endanger adherence to the domestic monetary target. In these circumstances the Bank of England's intervention policies would be adjusted accordingly.

OVERSEAS

Two worlds of international trade - Dell

In international trade 'there must be prizes for all – it must not be a zero sum game,' said Secretary of State for Trade Edmund Dell on 31 October. Speaking to the British National Committee of the International Chamber of Commerce and *Financial Times* Conference on European business in world development, he said that that was the conundrum which was always difficult to solve – 'and in a depression impossible to solve'.

He warned that two worlds had been created in international trade: 'the relatively open world of the developed countries and the relatively closed world of the developing countries'. Unfortunately when the needs of the developing world were greatest, the willingness of the developed world to help had been constrained by its own economic crisis. This was clearly indicated in the renegotiations in Geneva of the multifibre arrangement.

He hoped the developed countries would table 'positive proposals' for a common fund based on international commodity agreements at the Unctad negotiating conference starting next week.

A fuller version of Mr Dell's speech will be published in *Trade and Industry* next week.

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North West.
Manchester, tel: 061-236 2171

Yorkshire & Humberside.
Tel: Leeds 443171 (STD code 0532)

East Midlands.
Tel: Nottingham 56181 (STD code 0602)

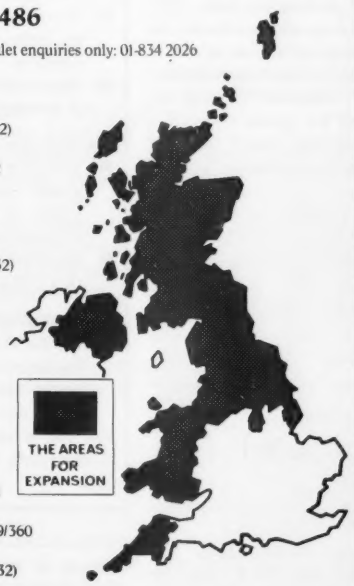
West Midlands.
Birmingham, tel: 021-632 4111

South West.
Tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)

London & South East.
London, tel: 01-603 2060 Ext 221

Eastern Region.
London, tel: 01-603 2070 Ext 359/360

Northern Ireland.
Tel: Belfast 34488 (STD code 0232) or London 01-493 0601



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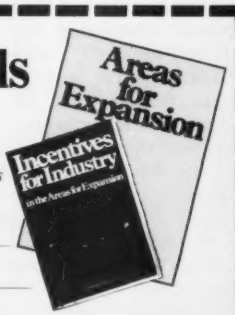

To: The Industrial Expansion Team,
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Millbank Tower, London SW1P 4QU
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Position in Company _____

Company _____

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Nature of Business _____

Address _____

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Home news

Views on product liability canvassed

If the government accepted the Law Commission's recommendations on product liability it would be one of the greatest civil rights victories for consumers ever won, John Fraser, Minister of State for Prices and Consumer Protection told the London chamber of commerce seminar on 'Product liability insurance' on 26 October. 'To recover damages all an injured person will have to do is to show that the injury was due to a defect in a product and that the defendant produced it or imported it' he said.

His department was carrying out wide-ranging consultations on the basis of the Law Commission's report and was seeking the views of over 300 bodies in industry, commerce, insurance, the trade union movement and consumers' groups. Product liability had many ramifications and Mr Fraser hoped that those who replied would go to some trouble to ensure that their views were fully represented. In his own view there was much to be said for the introduction of the principle of strict liability on the lines advocated by the Law Commission.

Under the present legal position an injured person could only obtain redress if he had a contractual relationship with a supplier in which case he could, under sale of goods legislation, sue the supplier in respect of damages resulting from the product being not of merchantable quality; or he could sue the producer in tort if he could show that the defect was the result of the manufacturer's negligence.

The drawback with the present arrangement was that it may in practice be extremely difficult for an individual to show negligence given the complexity of modern products and modern manufacturing processes. This may give rise to serious injustice and, like the Law Commission, Mr Fraser accepted the guiding principle should be: 'Where a person suffers personal injury because of the defective state of a product the loss should be borne by the person or persons who created the risk by putting the defective product into circulation for commercial purposes, rather than by the person injured.'

There were, he believed, other considerations which favoured the adoption of strict liability. Liability should rest on those who were best able to control the quality and safety of the product. The risks should be borne by those who were best able to insure against them; placing the liability on the supplier, as at present, might be unfair if he was unable in practice to exercise any control over the product. Producers should be given the greatest possible incentive to ensure that their products were safe.

Unfair limitation of liability prevented

Revolutionising the law of contract and of particular importance to consumers and small businesses is the Unfair Contract Terms Act which has received royal assent and will come into force on 1 February 1978. John Fraser, Minister of State for Prices and Consumer Protection, welcoming the act on 28 October, said that it was intended to prevent all unfair and unreasonable exclusion or limitation of liability incurred in the course of business for breach of contract or for negligence.

The act (see *Trade and Industry*, 12 August) would subject to a test of reasonableness the situation where, for instance, a car-park owner, by exhibiting a notice, could avoid liability if one of his employees negligently damaged a car, and, further, would make it impossible for a holiday camp, by means of the small print in its conditions, to leave a widow without redress if her husband was drowned in an inadequately supervised swimming-pool. The act would also mean it would no longer be possible for a manufacturer to so word his guarantee that he could avoid responsibility for negligence which resulted in loss or damage to those using his goods.

Mr Fraser stressed the need for all businesses that are now excluding or limiting liability for negligence or breach of contract by means of contract terms or notices to check immediately that their insurance cover was adequate. From 1 February 1978 such terms and notices might not be effective and the resulting increased risk of liability might not be covered by their existing insurance policy.

Cosmetic products regulations proposed

Regulations are to be made under the European Communities Act 1972 and the Consumer Protection Act 1961 that will require generally that cosmetic products in normal use should not be harmful to health. They will specify a number of substances that cosmetic products must not contain and restrict other substances and colours within certain limits. Various labelling requirements, relating in particular to precautions to be taken during use, will also be imposed.

A draft[1] of proposed cosmetic product regulations was circulated on 27 October by

[1] Copies of the draft proposals are obtainable on application to the Department of Prices and Consumer Protection, Consumer Safety Unit, Room 105, 1 Victoria Street, London SW1H 0ET.

AUTUMN BUDGET '77:

Summary of main proposals

Income Tax

- Single person allowance up £100 to £945.
- Married allowance up £160 to £1,455.
- Additional personal allowance up £60 to £510.
- Single age allowance up £130 to £1,250.
- Married age allowance up £210 to £1,975.

Tax reliefs operate from last April.

Pensioners

- Tax-free bonus of £10 in week beginning 5 December.
- Increase in pensions and other taxable social security benefits taking effect in November will be exempt from tax for this year.

Construction industry

- Extra spending by government and local authorities of £400 million.

Small firms

- Increase from 30 to 50 per cent in business relief for capital transfer tax (CTT) and CTT relief of 20 per cent for minority holdings in unquoted companies (limited to transfers up to £0.5 million).
- Threshold for CTT liability up from £15,000 to £25,000

These changes apply to transfers after 26 October.

- Increase in threshold for apportionment of trading income of close companies to £25,000.
- Council for Small Industries in Rural Areas (and equivalent in Scotland and Wales) to charge lower interest rate.
- Small firms counselling service to be extended.
- Extension to 31 March 1978 of scheme to help small firms take on more workers.
- New scheme to help firms finance cost of developing new export markets.

Exchange controls

- Increase in sterling (from £25 to £100) and foreign currency (from £300 to £500) freely available for holiday travel.
- Increases for business travel (from £75 to £100 a day).

IMF standby

- No further drawings on IMF standby for the moment. But full drawing rights under standby remain until its expiry at the end of next year.

For the details of the Chancellor of the Exchequer's budget statement, see page 216.

the Department of Prices and Consumer Protection to interested bodies for comment. These include consumer and safety organisations, local authority associations and organisations representing all sections of the trade.

The regulations, which will be made as soon as possible after consultations are completed, will implement the EEC directive of 27 July 1976 relating to cosmetic products. This, besides a general requirement on safety, lists some 360 substances that must not be used in cosmetic products, as well as specifying other substances and colours that may only be used within certain limits and subject to prescribed labelling requirements. The regulations will be enforced by local trading standards departments.

Advance factory available at Oswestry . . .

An advance factory of 450 m² (5000 sq ft) has now been completed on the Mile Oak Industrial Estate, Maesbury Road, Oswestry, Salop. It is available with immediate vacant possession.

The factory, built by the Development Commission in co-operation with the Department of Industry, is the first government advance factory to have been built in the West Midlands region. The current programme provides for five more factories to be built in the Oswestry intermediate area during the next five years. Inquiries to the Regional Director, Department of Industry, West Midlands Region, Ladywood House, Stephenson Street, Birmingham B2 4DT, tel. 021-643 4111.

. . . one in Birkenhead occupied . . .

Mach Frictions Ltd, have taken occupation of advance factory premises of about 630 m² (6800 sq ft) built by the English Industrial Estates Corporation on the Department of Industry's Rock Ferry Industrial Estate, Birkenhead, Merseyside.

Mach Frictions, a newly formed company, will use the premises for the manufacture and distribution of disc brake pads for the automotive components replacement market. The company hopes to export 20 per cent of its output. A total of 19 people will initially be employed, increasing to 40, as production is built up over the next year or two.

. . . and another in Blackpool

David Rees (Foods) Ltd, are to take occupation of a 1350 m² (15 000 sq ft) advance factory built by the English Industrial Estates Corporation for the Department of Industry at Bristol Avenue, Blackpool. An extension of about 1300 m² (14 000 sq ft) is currently under construction and should be completed by March 1978. The company occupy premises in Victoria Road, Cleveleys, but are unable to meet the increasing demand for their high-class confectionery products in their existing premises. When production is built up in the extended factory at Bristol Avenue about a further 150 people are expected to be employed.

UK as keen as US on competition—Dell

The United Kingdom is as interested in competition in international trade as is the United States, said Edmund Dell, Secretary of State for Trade, in London last Wednesday. Addressing a British Caledonian Airways dinner celebrating the start of their new Houston service, only three months after the Bermuda 2 air service agreement with the US was signed, Mr Dell rejected US criticism of the agreement and of the UK's allegedly restrictive attitude in negotiations.

'In one sense these criticisms are a compliment to the UK,' he said. 'Apparently the UK has compelled the USA, the most powerful country on earth, to accept an agreement contrary to its basic trading philosophies,' he said. In fact, the agreement was a compromise acceptable to both sides. British Caledonian's was the second new service started because of the agreement, and Laker the first. The new service reflected the tremendous increase in commerce between the UK and Houston and the rest of Texas. In the past three years the number of British firms with Houston subsidiaries or offices had tripled to about 100, including some of British industry's biggest names. Texan investment in the UK had also grown extremely fast and over 300 Texan companies now invested here.

British Caledonian would have sole rights to Houston for three years, after which a competing US airline would have the right to offer a direct service too. Bermuda 2 would create conditions for fair and equal competition and for growth.

Aircraft noise—No change yet in Mole Valley routes

None of five new alternative aircraft departure routes from Heathrow airport along the Mole Valley appeared to offer the general overall benefit that would justify a further departure from the Department of Trade's established policy of route stability.

This is the general conclusion of a document published by the department last Thursday, said Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping. The document examines seven alternatives: the present split route, the former single route, and five new proposals suggested by interested parties.

In a letter accompanying the document, sent to members of parliament with a

Alan Williams opens Coca-Cola plant

Alan Williams, Minister of State for Industry (left), looks in at the quality control laboratory of The Coca-Cola Export Corporation's new £4¼ million can-filling plant at Milton Keynes after he had declared the plant open on 25 October. Explaining the operation is Peter Addyman, plant manager. This, the corporation's first can-filling plant in the United Kingdom, has one of the largest and fastest filling machines in the country. It is capable of producing 1400 cans a minute and allied products. The Milton Keynes project was completed in 15 months from a green field site.

constituency interest, Mr Clinton Davis summarised the document's general conclusion and added that, as was to be expected, only the previous single minimum noise route would overfly substantially fewer people. With the progressive introduction of modern aircraft, coupled with slight modifications to the route navigation instructions, a higher standard of track-keeping should now be possible, he said.

Mr Clinton Davis proposes to hold a meeting to hear any further views that members of parliament, and the representatives of local authorities, amenity and other organisations with a direct interest may wish to express before he comes to a final decision on this matter.

UK – Thai air services resolved

Representatives of Thailand and the UK reached agreement on 28 October on a package of measures to resolve the long standing difficulties affecting civil aviation relations between the two countries.

The agreement, which was signed by the leaders of the delegations, provides for the restoration and expansion of previous services.

British Caledonian's Gatwick routes extended

The Civil Aviation Authority has granted British Caledonian Airways Ltd's applications to operate a number of new scheduled air routes from Gatwick Airport to Copenhagen, Oslo, Gothenburg and Stockholm in Scandinavia, and its application to add Aberdeen to its existing Edinburgh and/or Newcastle-Copenhagen line. The authority has also confirmed British Airways' existing rights to operate from Gatwick routes to Dublin, Dusseldorf, Frankfurt and Zurich – the airline proposes to run these next year – and refused British Island Airways Ltd's and Dan-Air Services Ltd's applications to run scheduled services from Gatwick to various European points.

Tate and Lyle prices investigated

Certain price increases of Tate and Lyle Refineries Ltd are to be investigated by the Price Commission. The company pre-notified to the commission on 3 October that they intended to increase prices of a range of sugar and syrup products. The commission considered the proposed increases and decided that they should be the subject of an investigation under Section 4 of the Price Commission Act 1977.

Government nominees to insurance brokers' registration council named

Stanley Clinton Davis, Parliamentary Under Secretary of State for Companies, Aviation and Shipping, announced on 26 October the names of the five government nominees to the Insurance Brokers' Registration Council.

Mr J. H. P. Mackay QC, Dean of the Faculty of Advocates

Mr P. B. Milne, Partner in Lancaster Littlejohn & Co, Chartered Accountants.

Mr D. B. Lewis, Executive Editor of Money Mail (Daily Mail).

Professor R. L. Carter, Professor of Insurance Studies at the University of Nottingham.

Mr J. A. Halladay, Chairman of the Corporation of Mortgage Finance and Life Assurance Brokers.

The Insurance Brokers (Registration) Act 1977 specifies that three of the nominations should go to a lawyer, an accountant and a policyholders' representative. These places are filled by Mr Mackay, Mr Milne and Mr Lewis respectively. The Insurance Brokers' Registration Council will be established as soon as the necessary commencement order has been introduced under the terms of the Insurance Brokers (Registration) Act, which received Royal Assent on 29 July. The commencement order is expected to be introduced in parliament shortly. The council's function will be to register eligible insurance brokers and supervise their activities (See *Trade and Industry*, 5 August 1977).

Reference to Monopolies and Mergers Commission

Derritron Ltd and British Electronic Controls Ltd

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided to refer the proposed acquisition by Derritron Limited of British Electronic Controls Limited to the Monopolies and Mergers Commission for investigation and report under the 'monopoly' provisions of the Fair Trading Act 1973. The commission is being required to make its report within four months. The decision to make a reference to the Commission does not in any way prejudge the question whether or not the merger concerned would be against the public interest. It is for the commission to report on this after investigation.

Fees for registrations of films, exhibitors' and renters' licences increased

Regulations [1] prescribing new fees to be charged under the Films Act, 1960 (as extended and amended by the Films Act, 1970), for the registration of films and for exhibitors' and renters' licences have been made by the Department of Trade. The regulations come into operation on 1 November 1977.

The increase in fees is necessary to enable the department to cover the costs of administering the Films Act, 1960, as required by section 44(3) of the act. The new fees are:

On an application for the registration as a British film, of a film so registrable by virtue of section 19 of the Films Act, 1960 (as extended), ie a co-production film £550.00

On any other application for the registration of a film, including newsreels £31.00

On an application to amend the Register £15.00

On an application to inspect the Register (for each half hour) £0.40

On an application for a certified copy of an entry in the Register £2.00

On an application for a renters' licence £78.00

On an application for an exhibitors' licence:

a	for a calendar year	£31.00
b	for a quarterly period	£9.50
c	for two quarterly periods	£17.50
d	for three quarterly periods	£26.00

[1] 'SI 1977 No. 1668 The Films (Exhibitors) (Amendment) Regulations 1977', 'SI 1977 No. 1667 The Films (Registration) (Amendment) Regulations 1977', 'SI 1977 No. 1666 The Films (Registration of Newsreels) (Amendment) Regulations 1977', 'SI 1977 No. 1669 The Films (Renters' Licences) (Amendment) Regulations 1977', HMSO, price 10p each.

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the date specified

18 October 1977

1319740 International Standard Electric Corporation
Detecting radar signals in the presence of coloured noise
1342935 International Standard Electric Corporation
Cable plug
1443805 International Standard Electric Corporation
A variable transmission time delay compensation arrangement
1324998 EMI Ltd
Improvements relating to phase modulators
1410916 EMI Ltd
Improvements in or relating to signal processing arrangements
1163760 Telefunken Patentverwertungsgesellshaft mit beschrankter Haftung
An inductive device for use in modifying saw tooth deflection currents
1167355 Telefunken Patentverwertungsgesellshaft mit beschrankter Haftung
Improvements in or relating to tuning arrangements
1426028 Chinoin Gyogyzer es Vegyeszeti Termekek Gyara Rt
2-oxazoline derivatives
1447379 ITT Industries Inc
Circuit having a switching voltage hysteresis

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form 45 within two months after the date of endorsement.

E. Armitage, Comptroller

Regional development grant payments

Details of amounts of regional development grants of over £25,000 paid to individual companies in the quarter ended 30 September 1977 are listed below. The table is drawn up on a regional basis according to the location of the premises in question and does not take account of any repayments of grant by deduction or otherwise.

Name of company	Location of premises	Grant £'000
Scotland		
Abbey Chemicals Ltd	Livingston	28
Aberdeen Journals Ltd	Aberdeen	64
Al-Bank Al-Saudi Al-Alami Ltd (Saudi International Bank)	Lanark	66
Allied Breweries (UK) Ltd	Alloa	63
Allied Suppliers Ltd	Paisley	26
Arthur Bell and Sons Ltd	Broxburn	29
A. Smith and Sons	Lockerbie	34
Associated Portland Cement Manufacturers Ltd	Dunbar	110
Barclays Export and Finance Co Ltd	Burntisland	34
Barclays Export and Finance Co Ltd	Glasgow	29
Bertrams Ltd	Edinburgh	26
Borg Warner Chemicals	Grangemouth	51
Bowater Packaging Ltd	Milngarvie	33
BP Development Ltd	Grangemouth	74
BP Oil Development Ltd	Grangemouth	823
BP Oil Grangemouth Refinery Ltd	Grangemouth	337
BP Trading Ltd	Grangemouth	324
Bristow Helicopters Ltd	Aberdeen	96
British Steel Corporation	Motherwell	363
British Steel Corporation	Netherton	91
Buchan Meat Producers Ltd	Turriff	40
Burton's Gold Medal Biscuits Ltd	Edinburgh	65
Caledonia Crane and Plant Hire Ltd	'S'	74
Cape Industries Ltd	Stirling	209
Carron Co	Falkirk	41
Chas. F. Thackray Ltd	Galashiels	31
C. H. Dexter Ltd	Duns	47
Chivas Brothers Ltd	Paisley	54
Christiani and Nielson Ltd	'S'	53
Chrysler Scotland Ltd	Paisley	457
Conder Scotland Ltd	Cumbernauld	26
Cumnock and Doon Valley District Council	Cumnock	50
Dan MacWilliam	'S'	28
Don Bros. Buist and Co Ltd	Forfar	83
Dundee Plant Co Ltd	'S'	29
Eggar Forrester (Holdings) Ltd	'S'	65
General Electric Co Ltd	Kirkcaldy	25
Gestetner Papers Ltd	Alloa	35
Giddings and Lewis-Fraser Ltd	Arbroath	37
GKN Bolts and Nuts Ltd	Glasgow	33
Govan Shipbuilders Ltd	Glasgow	246
Green and Conner (Scotland) Ltd	Rutherglen	38
Gr-Stein Refractors Ltd	Bonnybridge	28
Halliburton Manufacturing and Services Ltd	Aberdeen	37
Hewden (Plant Hire) Ltd	'S'	28
Howard Doris Ltd	Loch Kishorn	1 037
Irvine Development Corporation	Irvine	88
J. H. Fenner and Co Ltd	Cumnock	43
J. H. Fenner and Co (Holdings) Ltd	Kilwinning	31
John Fyfe Ltd	Kemnay	38
John G. Kincaid and Co Ltd	Greenock	67
John Wood Group Eng. Ltd	Aberdeen	74
Lloyds and Scottish Leasing Ltd	'S'	78
Lloyds Leasing Ltd	Invergordon	33
Long John International Ltd	Glasgow	47
Massey Ferguson Perkins Ltd	Kilmarnock	41
MacTaggart Scott and Co Ltd	Loanhead	26
McIntosh Plant Hire (Aberdeen) Ltd	'S'	35
M. Wiseman and Co Ltd	Dumbarton	50
National Coal Board	Coatbridge	76
National Coal Board	Dalkeith	46
National Coal Board	Kirkcaldy	117
National Coal Board	Lanark	28
National Coal Board	Ochiltree	62
National Coal Board	'S'	702
National Coal Board	Shotts	39
Nobels Explosives Co Ltd	Stevenson	79
Peter McArthur and Co Ltd	Hamilton	48
Philips Electrical Arc Welding Ltd	Glasgow	36
Robert Hutchinson and Co Ltd	Kirkcaldy	35
Roche Products Ltd	Dalry	95
Scotstown Marine Ltd	Glasgow	335
Scottish Land (Plant Hire) Ltd	'S'	95
Scot-Trust (Plant Hire) Ltd	'S'	32
Singer Co Ltd	Clydebank	30
SKF (UK) Ltd	Drybridge	26
St Cuthbert Co-op Association Ltd	Edinburgh	29
Strathleven Bonded Warehouses Ltd	Dumbarton	47
Timex Corporation	Dundee	120
W Donald and Son Ltd	Portlethan	48
Whatlings Ltd	Glasgow	90
William Tyne (Plastics) Ltd	Penicuik	68
W. K. Jackson and Sons Ltd	Symington	40
Wm. Collins Sons and Co Ltd	Bishopbriggs	42
Young's Paraffin Light and Mineral Oil Co Ltd	Grangemouth	34
Young's Paraffin Light and Mineral Oil Co Ltd	Pumpherston	56
	Total	8 703
Wales		
Alcoa Manufacturing (GB) Ltd	Swansea	102
BP Oil Llandarcy Refinery Ltd	Neath	73
British Airways Engine Overhall Ltd	Nantgarw	127
British Steel Corporation	Deeside	187
British Steel Corporation	Ebbw Vale	157
British Steel Corporation	Port Talbot	1 277
Brymbo Steel Works Ltd	Brymbo	54
Burroughs Machines Ltd	Cardiff	41
Catnic Components Ltd	Caerphilly	33
Co-operative Wholesale Society Ltd	Llandyrnog	67
D. and J. E. Murphy and Son	Dowlais	82
D. I. Jenkins (Murton) Ltd	'S'	28
Fairclough-Parkinson Mining Ltd	Gwaun-Cae-Gurwen	734
Forward Leasing (UK) Ltd	Lampeter	173
GEC (Radio and Television) Ltd	Aberdare	26
GEC (Radio and Television) Ltd	Hirwaun	38
Glamorgan Roadstone Ltd	Gelligaer	97
Glamorgan Roadstone Ltd	Pontyclun	74
Hill Samuel Leasing Co Ltd	Llanharn	233
Hodge Industrial Leasing Ltd	Cardiff	39
Hodge Industrial Leasing Ltd	'S'	93
Inco Europe Ltd	Swansea	119
J. Dolan	Bridgend	48
J. R. Freeman and Son Ltd	Cardiff	70
Kronspan Ltd	Chirk	34
Lloyds and Scottish Leasing Ltd	Ammanford	203
Matsushita Electric (UK) Ltd	Cardiff	56
Metal Box Ltd	Neath	69
Midland – ICL Leasing Ltd	Brynmawr	28
Milk Marketing Board	Lampeter	155
Milk Marketing Board	Wrexham	467
Monsanto Ltd	Ruabon	67
Monsanto Ltd	Wrexham	39
Murphy Brothers Ltd	'S'	53
National Coal Board	Abertridwr	39
National Coal Board	Bridgend	108
National Coal Board	Glynneath	53
National Coal Board	Llanelli	36
National Coal Board	Maerdy	74
National Coal Board	Maesteg	65
National Coal Board	Neath	85
National Coal Board	Oakdale	39
National Coal Board	Pontardawe	87
National Coal Board	Swansea	32
National Coal Board	Treharris	302
Nobels Explosives Co Ltd	Penrhyndeudraeth	31
Ransomes Sims and Jefferies Ltd	Tredegar	25
Shephard Hill and Co Ltd	Ammanford	242
Spillers Agriculture Ltd	Cardiff	36
Spillers French Milling Ltd	Cardiff	28
Thorn Lighting Ltd	Merthyr Tydfil	84
Wiggins Teape Ltd	Cardiff	34
	Total	6 543
Northern		
Albright and Wilson Ltd	Whitehaven	228
Amoco (UK) Ltd	Consett	125
Armstrong Cork Co Ltd	Gateshead	351
Aycliffe Development Corporation	Aycliffe	30
Baker Perkins Ltd	Hebburn on Tyne	26
Batchelor Robinson Metals and Chemicals Ltd	Hartlepool	53
BOC Ltd	Gateshead	27
B.P. Trading Ltd	Middlesbrough	313
British Chrome Chemicals Ltd	Stockton on Tees	217
British Industrial Plastics Ltd	Darlington	46
British Rail Engineering Ltd	Shildon	101
British Steel Corporation	Consett	55
British Steel Corporation	Middlesbrough	203
British Steel Corporation	Newton Aycliffe	36
British Steel Corporation	Redcar	676
British Steel Corporation	Workington	33
BSA Darlington Foundry Ltd	Darlington	38
BTP Tioxide Ltd	Stockton-on-Tees	41
Carreras Rothmans Ltd	Darlington	168
Carr's Flour Mills Ltd	Silloth	98

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Name of company	Location of premises	Grant £'000
Corning Ltd	Sunderland	375
Cummins Engine Co Ltd	Darlington	90
Davy Roll Co Ltd	Gateshead	41
Forward Leasing (UK) Ltd	Hylton Colliery	36
George Angus and Co Ltd	Wallsend	37
George Wimpey and Co Ltd	Workington	477
Gibbons Northern Brick Ltd	Throckley	36
Glaxo Laboratories Ltd	Ulverston	164
Glaxo Properties Ltd	Barnard Castle	33
Grays (Soft Drinks) Ltd	Spennymoor	29
Harvey Plant Hire Ltd	'S'	96
Hepworth and Grandage Ltd	Sunderland	34
Imperial Chemical Industries Ltd	Middlesbrough	997
John Knox and Co (London)	Hebburn	91
Kimberley Clark Ltd	Prudhoe-on-Tyne	45
Lombard North Central Leasing Ltd	Kendal	94
Marshall Branson Ltd	Blaydon-on-Tyne	36
Merck Sharp and Dohme Ltd	Cramlington	78
Metal Drum Co Ltd	Chilton	35
National Coal Board	Horden	98
National Coal Board	Morpeth	166
National Coal Board	Seaham	202
National Coal Board	Wearmouth	44
National Coal Board Open Cast Executive	Morpeth	27
North Eastern Evening Gazette Ltd	Middlesbrough	52
Northern Clubs Federation Brewery Ltd	Gateshead	68
Norsea Pipeline Ltd	Billingham	3 096
NSK Bearings Europe Ltd	Peterlee	129
Owen Pugh and Co Ltd	'S'	26
Preston Farmers Ltd	Kirkby Stephen	42
Richards and Wallington Industries Ltd	'S'	267
Rolls-Royce (1971) Ltd	Sunderland	30
Rowntree Mackintosh Ltd	Newcastle upon Tyne	35
Shell UK Ltd	Middlesbrough	113
Stead McAlpin and Co Ltd	Carlisle	31
Steetley Minerals Ltd	Ferry Hill	60
Taylor Woodrow Construction Ltd	Morpeth	182
Thermax Ltd	Bishop Auckland	30
Thomas Mouget and Co Ltd	Redcar	83
Thorn Colour Tubes Ltd	Sunderland	55
United Biscuits Ltd	Billingham	26
Vaux Breweries Ltd	Sunderland	35
Velva Liquids (North Shields) Ltd	North Shields	77
Vickers Ltd	Newcastle upon Tyne	44
Weyroc Ltd	Hexham	40
Workington Brewery Co Ltd	Workington	681
Yorkshire Bank Leasing Ltd	Durham	39
	Total	10 853
Yorkshire and Humberside		
Associated Dairies Ltd	Wakefield	39
British Sugar Corporation Ltd	York	89
Canada Dry (UK) Ltd	Leeds	41
Carrington Viyella Estates	Tadcaster	37
Ciba-Geigy Chemicals Ltd	Grimsby	153
Courage Brewing Ltd	Tadcaster	246
E. J. Arnold Ltd	Leeds	32
Findus	Hull	30
Hawker Siddley Aviation Ltd	Brough	39
International Harvester Co of Great Britain Ltd	Bradford	60
Marley Extrusions Ltd	Richmond	71
Reckitt and Sons Ltd	Hull	307
Turnkey Developments Ltd	Brighouse	32
Woodhead Components Ltd	Sheffield	66
Woolcombers Ltd	Bradford	28
	Total	1 270
East Midlands		
Ringwood Chemicals Ltd	Chesterfield	29
Ross and Catherall Ltd	Eckington	41
	Total	70
South West		
ECC Quarries Ltd	Launceston	39
English Clays Lovering Pochin and Co Ltd	St Austell	86
International Chemical Co Ltd	Braunton	42
Wheal Jane Ltd	Truro	54
	Total	221
North West		
Alcan-Booth Industries Ltd	Upholland	56
British Rail Engineering Ltd	Crewe	87
Cabot Carbon Ltd	Dukinfield	35
Cammell Laird Shipbuilders Ltd	Birkenhead	70
Connollys (Blackley) Ltd	Kirkby	30
Continental (London) Ltd	Liverpool	648
Coopind Ltd	Liverpool	48
Croda Gelatin Ltd	Widnes	55
Crompton Nettlefold Stenman Ltd	Ashton-in-Makerfield	41
Courtaulds Ltd	Hollinwood, Oldham	25
Dunlop Ltd	Speke	28
Foster Laminates Ltd	St Helens	30
Imperial Chemical Industries Ltd	Macclesfield	213
Imperial Chemical Industries Ltd	Runcorn	36
Koters (Liverpool) Ltd	Maghull	61
Kraft Foods Ltd	Liverpool	43
Laporte Industries	Widnes	38
Lombard North Central Leasing Ltd	Ince, Chester	35
Lyons Maid Ltd	Liverpool	27
Mobil Oil Co Ltd	Birkenhead	147
National Coal Board	St Helens	27
Otis Elevator Co Ltd	Liverpool	25
Rolls-Royce Motors Ltd	Crewe	81
Rolls-Royce Ltd	Barnoldswick	37
Pilkington Brothers Ltd	St Helens	371
Plessey Telecommunications Ltd	Liverpool	93
Schweppes Ltd	Liverpool	36
Spillers Foods Ltd	Birkenhead	36
Stasal Ltd	Warmington, Ches.	85
Thomas Scott and Sons (Bakers) Ltd	Liverpool	64
Unit Construction Co Ltd	Liverpool	32
Ward Blenkinsop and Co Ltd	Widnes	34
Wilson King Ltd	Liverpool	56
	Total	2 730

Notes:

1 'S' indicates use in more than one premises or sites in a development area.

2 Total of payments listed above £30.4 million.

3 Total regional development grant paid in the quarter £49.2 million.

4 A list of payments made in the quarter ended 30 June 1977 appeared in *Trade and Industry* dated 12 August 1977 together with information concerning the dates of publication of earlier lists.

Government sales

16 & 17 November 1977— Miscellaneous

Location

The Post House Hotel, Herbert Walker Avenue, Southampton

Auctioneers

Austin and Wyatt (Dept L), 79 High Street, Fareham, Hants (tel. 0392 4211)

The stores lying at various depots include large quantities of furniture, especially metal bedsteads, clothing, textiles and footwear, household effects, photographic equipment, engineering equipment, lathes, fire extinguishers, MT spares and tyres, vehicles and trailers and other items.

23 November 1977— Miscellaneous

Location

Bristol Euro Crest Hotel, Filton Road, Hambrook, Bristol

Auctioneers

Russell Baldwin and Bright (Dept L), 19/21 King Street, Hereford (tel. 0432 55441)

Stores lying at Hereford, Aston Down and other depots, vehicles, machine tools, tyres, MT, electronic and aircraft spares, householdware, furniture, clothing and textiles and other items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

Official appointments

South Eastern Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Councillor Mrs D. G. Reynolds, Mrs K. Beckett and Councillor Mrs S. Haskett, as members of the South Eastern Gas Consumers' Council until 30 June 1980.

North Western Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed the following as members of the North Western Gas Consumers' Council until 31 May 1980: Councillor Mrs P Bentzien, Councillor Mrs W. Duncan, Mrs J. C. Johnson, and Mr M. J. Hunkin.

North Eastern Gas Consumers' Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Councillor G. Whitaker as a member of the North Eastern Gas Consumers' Council until 28 February 1980.

Midlands Electricity Consultative Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has re-appointed Mr L. V. Pike as chairman of the Midlands Electricity Consultative Council, until 31 December 1980.

Post Office board: Eric Varley, Secretary of State for Industry, has appointed Peter Benton to the Post Office Board as managing director, telecommunications, in succession to Sir Edward Fennessy, who retired in July. Mr Benton, who is at present a director of Gallaher Ltd, will take up the Post Office appointment on 1 January 1978.

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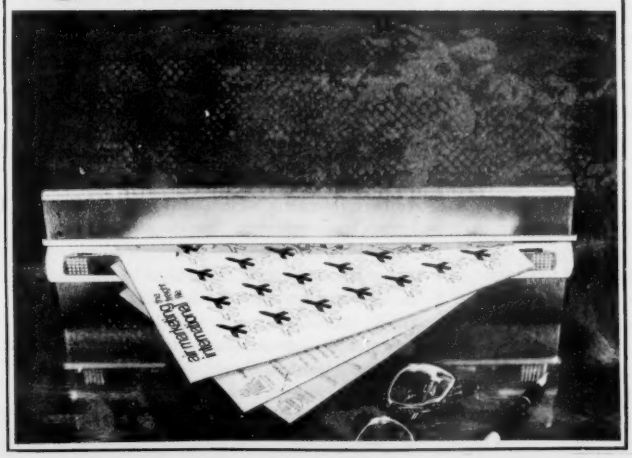

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Position_____

Company_____

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_____ TI 5

ENCIRCLE TI 652 ON PAGE 254 FOR FURTHER INFORMATION

Autumn budget '77

Strategy of sustained, steady expansion

In a budget package which he said aimed principally to achieve a continuing fall in the level of unemployment, Chancellor of the Exchequer Denis Healey announced higher personal tax allowances and a series of measures to help small firms, and allocated £400 million in aid for the construction industry. Details of his 26 October statement to the Commons are published below.

In his review of the economic situation Mr Healey said that since the house had debated the situation in July, the improvement in Britain's financial position had been greatly strengthened. Confidence in Britain's future had been powerfully reinforced both at home and abroad. 'As a result we are now in a position to take further measures to improve the outlook for employment and to bring the growth of output on to its intended path.'

It was now clear, he said, that both in the United Kingdom and in the world as a whole the recovery in demand and activity was weaker than was expected in the summer. The latest meetings of the International Monetary Fund and of the finance council of the European community had agreed that the industrialised world should take steps to stimulate demand and that Britain was in a position to join in this collective effort.

The government had made it clear that it aimed at a steady and sustained expansion and was determined to avoid the risk of overheating the economy with the damaging consequences for growth, inflation and the balance of payments which were seen four years ago. For this reason, Mr Healey said, the decisions which he would announce were part of a programme for economic expansion spreading over 18 months. The main objective must be a continuing fall in the level of unemployment. The measures should be quick-acting, they should reinforce the attack on inflation and assist the industrial strategy, they should be fully consistent with Britain's financial commitments for the current year and they should run no risk of over-extending Britain's finances in 1978/79 or of unnecessarily prejudicing the possibility of further measures in the next spring budget.

Mr Healey explained that he saw scope for measures within the framework of the economic strategy described in his March budget (*Trade and Industry*, 1 April 1977) costing a little over £1 billion in the current year and £2 billion in the next financial year.

Income tax

Turning first to measures affecting the next financial year, 1978/79, Mr Healey said the house had decided this summer to commit the government to increasing personal tax allowances each spring in line with the rate of price increase over the previous calendar year unless it sought explicit permission to do otherwise.

He believed it was right that this requirement should not be waived in the coming year. The government therefore planned to raise tax thresholds for the next financial year as laid down in the Finance Act 1977. This was likely to require a 12 per cent increase in personal allowances above the level set by the 1977 Finance Act, at a cost of around £1,200 million in a full year.

Public expenditure

In the summer, Mr Healey said, the government had announced very substantial increases in child benefits for the coming year, measures to implement the Holland committee's proposals on manpower and training, and a major increase in the number of children eligible for free school meals; together these increases in public expenditure would cost some £475 million at 1977 survey prices.

The government recognised that exceptional difficulties were now faced by the construction industry. It had therefore decided to increase expenditure next year on construction by the central government and local authorities by £400 million at survey prices over and above the existing plans. The allocation of this additional amount between different programmes would be announced as soon as possible. The full effect of this decision would be to increase employment by some 30 000.

Mr Healey said that the government had also decided on certain smaller increases in public expenditure programmes for next year. It was increasing the overseas aid programme by £20 million, and the law and order programme by £9 million to provide additional resources for police cadets, civilian support, police vehicles and equipment and also for the prisons and the community service schemes. There would be additional provision in the social field to help the disabled by a further increase in mobility allowance next year and to ease the strain on hard-pressed health authorities. There would be provision to enable schools to take on some more teachers to meet the needs of children in deprived areas and for small additions to the budgets for science and the arts. Allowing for these decisions and the measures announced in the summer, public expenditure next year was being increased by £1 billion at 1977 survey prices.

He added that the public expenditure survey would be completed and the usual white paper published around the turn of the year. This would also incorporate any further adjustments in the expenditure figures, such as any changes resulting from discussions with the banks about the refinancing of export and shipbuilding credits.

Possible further measures next year

Beyond these decisions on income tax and public expenditure in 1978/79 Mr Healey explained he had left himself freedom to make further changes in the 1978 budget according to developments in the economy and particularly the prospect for inflation. If economic and financial circumstances permitted he intended to make some further reduction in the burden of personal taxation. For example, as he had explained in his budget statement last March, there was a strong case for reducing the poverty trap by progressively raising the personal tax thresholds until they stood clear above the levels of the main social security benefits. There was also a strong case for introducing a reduced rate band of tax.

At this stage, however, there could be no assurance that the economic situation would in fact permit a further net reduction in taxation, over and above the major reliefs he was announcing. The scope for any further move in this direction – and he pointed out that a reduced rate band of tax, in particular, could be very expensive – would depend crucially on the development of the economy between now and next April, and above all on the trend of pay settlements, measured against the government's guidelines.

IMF standby

On Britain's overseas financial position, Mr Healey said that in the present circumstances it would clearly be wrong to take up any further drawings on the IMF standby. He would therefore not take up at the end of November the SDR 310 million which then became available. The managing director of the IMF had been informed of this decision. Britain's full drawing rights under the standby would, of course, remain intact. The government intended to keep the standby in place until its expiry at the end of next year, and mid-term discussions with the IMF on economic strategy would shortly be taking place as envisaged in the letter of intent.

Exchange control

The change in Britain's financial situation also made possible some adjustments in exchange control, said Mr Healey (see page 218). First, in order to help maintain or increase the overseas earnings of the financial services sector, he was relaxing somewhat the rules governing the amounts which insurance companies, banks and merchants were allowed to retain in foreign currency for the purpose of their businesses.

Second, he was further liberalising the rules permitting non-resident controlled manufacturing companies to borrow sterling for investment in their business in the UK

Third, he had decided to relate more closely to current money values the rules governing travel abroad, cash gifts and the

basic allowances for emigrants. For example, the foreign currency facilities which could be obtained from authorised sources without reference to the Bank of England were being increased from £300 to £500 per journey for holiday travel and from £75 to £100 a day within a £3,000 maximum for business journeys.

Small firms

Referring to the continuing study of the problems of small firms by Chancellor of the Duchy of Lancaster, Harold Lever; Chief Secretary to the Treasury, Joel Barnett, and Parliamentary Under-Secretary of State at the Department of Industry, Bob Cryer, Mr Healey said he was now able to announce its first conclusions – mainly but not exclusively for changes in taxation (see right).

It was argued, he said, that the taxation of business transfers was an inhibition on the growth of small firms. The 30 per cent business relief for capital transfer tax would be increased to 50 per cent and it would be extended to deferred charges on forestry. There would also be a relief of 20 per cent for minority holdings in unquoted companies. These additional reliefs would be limited to transfers of up to £½ million. He had also decided to increase the threshold for liability to capital transfer tax from £15,000 to £25,000. These changes would apply to transfers after 26 October. The total cost would be £10 million in the current year, £65 million next year and £100 million in a full year.

To encourage businessmen to retain their profits in the business Mr Healey had decided to increase the threshold for the apportionment of trading income of close companies to £25,000. This would cost up to £5 million next year and £20 million in a full year.

The government would also be considering before next year's finance bill certain further tax changes which could be of substantial help to small firms.

There were, he said, two proposals to encourage new businesses – the possibility of carrying back losses in the early years of an unincorporated business to set against the owner's other income in earlier years; and allowing relief from capital gains tax where a loss was made on a loan to a business. Then there was the possibility of tax facilities to help farmers and perhaps other unincorporated businesses plan their investment programmes.

In addition the Chancellor of the Duchy of Lancaster would be announcing a number of other measures costing about £½ million for the current year and £2½ million next year, which will help smaller firms to increase investment and employment.

Tax

Confident of substantial head-room below the ceiling which he set for the public sector borrowing requirement this year, Mr Healey said it was important to take advantage of this head-room by measures which were quick-acting and which had a maximum effect in bringing unemployment down as soon as possible. The measures should also if possible reinforce the attack on inflation and the commitment to the industrial strategy. This pointed strongly to the speediest possible reduction in income tax.

He had therefore decided to bring forward

New measures for small firms

Taxation[1]

- The 30 per cent business relief introduced for capital transfer tax (CTT) purposes in April 1976 will be increased to 50 per cent.
- A new CCT relief at the rate of 20 per cent will be introduced for minority holdings in unquoted companies. There will be a combined ceiling of £½ million for the additional relief mentioned above and this new relief.
- The threshold for liability to capital transfer tax is to be increased from £15,000 to £25,000.
- The close company apportionment rules for trading companies are to be eased by raising the exemption limit for trading income to £25,000.

Financial aid and advice

- It is proposed that the interest rates charged by the Council for Small Industries in Rural Areas (and by the bodies in Scotland and Wales with equivalent powers) should be reduced to match those charged by the Department of Industry and the English Tourist Board for comparable purposes. This will enable them to concentrate their lending on the most deserving cases. The EEC commission has been notified.
- The Department of Industry pilot counselling service in the south-west has performed a very useful function giving small firms financial and managerial advice using the services of individuals with business experience of their own. Extension into the north and north-western regions is already under way and it will be extended to other regions of England and into Scotland and Wales as soon as possible.
- To encourage small- and medium-sized firms in manufacturing industry to develop an export market, the Department of Trade will give the exporter a loan of 50 per cent of his relevant overhead costs. This will be recovered by way of a levy on sales in later years. A premium will be payable to cover the risk that the loan may be irrecoverable if the venture fails. The scheme will be known as the export market entry scheme.
- The Small Firms Employment Subsidy is to be extended for a further three months to 31 March 1978. The possibility of continuing beyond that date will be looked at with the other employment measures which are due to expire at the same time.

[1] Although legislation for all of the tax measures will appear in next year's finance bill, these items will operate from 27 October 1977.

Other proposals under consideration

Taxation

The consultative document on capital gains tax which the Inland Revenue issued earlier this month suggested as a possibility the deferral of CGT on a gift of business assets until the business is sold. The present interaction of CGT and CTT on lifetime transfers counteracts the encouragement that lower lifetime CTT rates give to the early transfer of a business.

The government intends to introduce some relaxation of the existing CTT and CGT reliefs for transfers to employee-trusts; it is hoped that the benefit of these reliefs can be made accessible to common ownership and co-operative enterprises.

The possibility of allowing losses on loans and guarantees to businesses to qualify for relief against CGT is being examined. At present no relief is available.

Consideration is being given to allowing the proprietor of a new unincorporated business to carry back trading losses of the early years to set them off against his income in previous years. At present these losses can be set only against income of the current year or of later years so that the proposal should help with cash flow.

The agriculture EDC proposal is being considered which would allow farmers to transfer part of their profits to a tax-free investment reserve fund thus encouraging the ploughing back of profits in investment. Whether this should be extended to businesses generally will also be considered.

The possibility of easing the close company apportionment rules on first business loan repayments is being examined.

Small businesses are particularly concerned about the future of stock relief. Full consultation has already been promised before decisions are taken on the shape of a permanent scheme and special attention will be given to the interests of small firms.

The threshold for VAT registration was raised to £7,500 from the beginning of this month and the case for any further increase will be kept under consideration. In addition Customs and Excise is already having consultations on ways in which VAT might be simplified and on whether it would be possible to give relief for bad debts. Both of these are of particular concern to smaller businesses and their representative organisations are being fully involved in the consultative process.

Financial aid and advice

The availability of finance is a major area of concern to small businesses. But further time is required to study the need for any new institutions or mechanisms. Sir Harold Wilson's committee is looking into this as is the NEDC Committee on Finance for Investment headed by Lord Roll. One idea that is being considered is the adoption of a government-backed loan guarantee scheme which would encourage the banks to take a less cautious approach to lending to small firms without adequate security or a track record.

Burden of legislation

Mr Lever and Mr Cryer will be looking very closely at the many representations they have received on the cumulative burden of legislation. Any possible changes here would need to be discussed at length with government departments, with employers' organisations and with the TUC to ensure that employees in smaller firms were not adversely treated by comparison with those in larger firms.

Exchange control adjustments

Alterations to exchange control rules[1]

Inward direct investment

Permission will normally be given, on application to the Bank of England, to any non-resident-controlled manufacturing company in the UK to borrow sterling without restriction for its UK business. (This facility is already available to companies in the UK controlled by residents of the European Economic Community or overseas sterling area (OSA)).

Travel abroad

- A traveller on departure from the UK will be able to take out £100, instead of £25, in sterling notes and £500, instead of £300, in foreign currency notes.
- Authorised banks and other authorised issuers of foreign exchange facilities for travel abroad may in future issue without prior reference to the Bank of England up to £500, instead of £300, per journey for private travel and £100, instead of £75, a day within the existing £3,000 maximum for business, professional and official travel. Where a journey other than on business is to last two months or more, the limit on foreign currency facilities issuable without prior reference to the Bank of England will be £1,000.

Cash gifts abroad

The total sum that may be remitted abroad by UK residents in the form of cash gifts from their own resources will be £1,500 per donor per calendar year. This replaces the two existing limits of £1,000 per donor per year for recipients in OSA countries and £300 for recipients elsewhere. The total for allowances to dependants abroad remains unchanged at £2,000 per year.

Basic allowance for emigrants

The maximum amount that may be taken out through the official foreign exchange market at the current market rate of exchange on emigration from the UK to any destination (except Rhodesia) will be £40,000 per family unit, in place of the limits of £20,000 for those going to OSA countries and for the elderly, and £5,000 for those going elsewhere. The period of restriction on sterling assets above the new limit remains unchanged at four years. Past emigrants whose assets are still restricted under the four-year rule will be allowed releases up to the new £40,000 limit.

[1] These alterations take effect from 27 October.

Foreign currency business

As also mentioned by the Chancellor of the Exchequer, there will be some relaxation of the rules governing the amount of foreign currency which UK insurance companies, banks and merchants may retain for the financing of their foreign currency business. On this, the Bank of England will be communicating directly with those concerned.

the 12 per cent increase in the main personal income tax allowance which he had just undertaken to make next April in accordance with the Finance Act 1977 and to implement it straightaway. Inland Revenue was making a major effort in order to make possible this further cut in income tax for the current year.

In order to make room for the additional work the government had decided to exempt from tax for the current year, 1977/78 only, the increase in national insurance pensions and in other social security benefits which would come into effect next month. The cost would be £40 million.

This further raising of tax thresholds meant that the single personal allowance would be increased by £100 to £945; the married allowance would be increased by £160 to £1,455; there would be a consequential increase to £510 in the additional personal allowance; and there would be a similar percentage increase to new totals of £1,250 for the single age allowance and £1,975 for the married age allowance. These reliefs would have effect in the normal way from the beginning of the present fiscal year and the cost would be £940 million in the current year.

These further increases in personal allowances, said the Chancellor, would take around 900 000 people out of tax. This was in addition to the 1.2 million people already taken out of tax by this year's finance act.

He hoped that it would be possible for most wage-earners to receive the benefit of these reliefs in their first pay packet after 22 November, and for the remainder in their first pay packet after 6 December.

Most people could therefore expect to receive a tax rebate in their pay packet before Christmas of some £20 for a single person, and £35 for a married man. Thereafter, the relief would be worth approximately 65p a week for a single person paying basic rate tax, and £1.05 for a married man.

Mr Healey said these reliefs would represent a signficant further addition to take-home pay in the current pay round. For a married man on average earnings they would be the equivalent of an addition of £1.74, or nearly 2¼ per cent, to his weekly gross pay. Adding in the effect of the tax reliefs in the spring budget, this figure rose to the gross equivalent of some £5 per week, or nearly 6½ per cent. This was, or course, in addition to the 10 per cent average increase in gross earnings which was provided for under the government's pay guidelines. The overall total of some 16½ per cent contrasted with an increase in retail prices which was now well on course for single figures in the first half of next year. It meant some increase in living standards in the current pay round. 'I look to those responsible on both sides of the negotiating table to give full weight to these considerations in reaching settlements during the remainder of the round.'

Help for pensioners

The chancellor said the government had decided to pay a special tax-free bonus of £10 to pensioners in the week beginning 5 December. The cost of £100 million will be met from the contingency reserve.

Procedure

A finance bill and the necessary resolutions to implement the proposed tax reliefs for the current financial year would be introduced early in the next session, Mr Healey said. Proposed reliefs for capital transfer tax and other changes affecting small firms would be provided for in the finanace bill following the spring 1978 budget.

The economic prospect

Mr Healey explained that these measures would raise the public sector borrowing requirement to a figure now estimated at some £7½ billion in the current year and to about £7 billion in 1978/79. Both these figures were within the government's ceiling and they were consistent with keeping growth of the monetary aggregates in the current year within financial commitments, and with a similarly firm control of monetary growth in 1978/79.

The measures were estimated to raise domestic output by about ½ per cent in the first quarter of 1978 rising to about 1 per cent in the first quarter of 1979. On the conventional arithmetic, this could produce an increase in employment in these quarters of 30 000 and 170 000 and lead to a reduction in unemployment, compared with what it would otherwise have been, of some 20 000 and 110 000 respectively.

Mr Healey emphasised that the prospects for the economy as a whole depended crucially on what happened to inflation. Referring to the publication on 26 October of a further half-yearly economic forecast as provided under the Industry Act 1975, he said that this assumed an average earnings growth of 10 per cent in the current pay round, consistent with the government's guidelines. On this critical assumption, the growth of domestic output could strengthen significantly over the next 12 months to a figure in the region of 3½ per cent. Growth at this rate would be rather above the trend growth of productive potential. The timing and scale of unemployment movements had proved extremely difficult to predict. But growth at this rate, if it could be sustained and built on, would turn the trend of unemployment firmly downwards.

Within this overall rate of growth, he said, there should be a considerable recovery in real take-home pay and personal consumption. The rate of price increases could continue to fall, to a level, by the end of next year, not far above that of Britain's main competitors.

By contrast, however, if pay settlements edged up towards say 15 per cent, and the rate of inflation moved back into double figures, Britain was likely to be faced not only with slower growth next year, but also with less scope for fiscal relaxation. 'Thus, we are now at a turning point. If we falter now we can lose the ground we have gained in the last 12 months and find ourselves once more wrestling with high inflation, slow growth and rising unemployment. I believe the measures which I have announced this afternoon will help the British people to choose instead a better course – to build on the gains they have already won and to achieve a sustained reduction in inflation together with a steady growth in jobs, in output and in living standards.'

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Bench-top sterilisers

Dent and Hellyer Ltd of Andover, has introduced a new range of bench-top pressure sterilisers suitable for the sterilisation of small instruments and other items used by clinics, dentists, veterinary surgeons and laboratory technicians.

Three different models are available, one for fully automatic operation and two for manual control. Sterilisation is achieved after air removal by effective downward displacement. Sterilisation is at a working temperature of 134 °C (or factory set to 121 °C if required). With the automatic steriliser this temperature is held under thermostatic control for a selected period of time (normally 3.5 minutes). A 2.5 kw heater ensures rapid heat gain. When the sterilisation cycle is complete, there is a choice of two methods for reducing pressure, either by natural cooling or by fast blow-down via a vent valve. Using the latter, four full sterilisation cycles can be completed within an hour.

Further information: circle 121

Solvent recovery plant for small firms

A compact solvent recovery plant has been developed specifically for small firms who find conventional large-scale plant uneconomical to run. The Mini Solvent Recovery Plant, produced by Cheshire-based All Purpose Machines and Plant Ltd, was originally designed for use by the printing industry, but the company says, it is equally suitable for other processing applications involving only relatively small amounts of solvent. The plant handles 1135 litres a week in 125 litre batches. It can safely handle flammable processing solvents including methanol as well as ethanol, and non-flammable solvents such as trichloroethylene, perchloroethylene, carbon tetrachloride and others with a distillation or boiling point of up to 180°C can be recovered. The plant can reclaim either solvents or solids; it can also be used to recover both.

Basically, the Mini Solvent Recovery Plant comprises a distillation unit with integral 300 litre collection tank for reclaimed solvent and a heating unit circulating hot oil through coils in the distillation unit. Where flammable solvents are handled, the heating and distillation equipment is separated by a wall or partition; if only non-flammable products are processed, the heater is built into the distillation unit. The plant is fully insulated against heat loss.

Safety features include automatic shut-down to prevent over-filling of the collection tank and a thermostatic cut-out that operates as temperatures reach pre-set levels. When distillation has been completed, the heaters switch themselves off automatically but the cooling system continues to run for up to one hour so that the plant can be left to operate unattended at night.

Further information: circle 122

Liberator from blinding smoke

Colt International has developed a new system to ensure that the public can escape from smoke-filled public buildings like shopping and exhibition centres. The system uses Colt-powered smoke and fume exhaust ventilators called Liberators. These units discharge up to 6 m^3 of smoke and fume a second, and are designed to cope with the blinding smoke that builds up in highly-occupied buildings, where an unvented fire just 3 m by 3 m can fill a 5600 m^3 hall, floor to ceiling, in only two minutes.

However, a well-designed fire protection system, using Liberators, will maintain a smoke-free survival layer to allow people to see, breathe, escape, and fight the fire, says Colt. There are two types of Liberator, one for emergency use only and one serving a dual purpose. The dual-purpose version has extra controls so that it can be used for day-to-day ventilation, and still be instantly switched to full capacity when fire breaks out.

The system is guaranteed for 10 years and the company operates an automatic annual inspection system to safeguard reliable operation in an emergency. More frequent inspection visits can be arranged through one of the company's regional offices.

Further information: circle 123

Fast screwdriver for all materials

A high-speed single-handed automated screwdriver capable of handling screws from $\frac{3}{8}$ in to 2 in long is claimed by Automated Production Ltd of Poole to be the fastest method of inserting screws into all types of material, such as sheet metal, wood, plastics and so forth.

Known as the 'Stardrive', it can sometimes cancel the need for a pre-drilling operation; in some cases ordinary screws go direct into the two pieces of wood and steel which are to be joined and in other instances the Teck type of drilling and self-tapping screw is used.

Although one of 'Stardrives' main advantages is that it can handle a wide range of screws, another feature is its ability to prevent cross-threading. Torque is continuously variable and can be adjusted to very precise torque limits. Screw insert rates can be as high as 100 screws per minute and it has a wide range of applications. It was designed for use in the rapid assembly of small sub-components and is suitable for high-speed assembly lines.

The unit consists of a bowl feeder with track unit and the screwdriver. The feeder section comprises an electro-magnetic 9 in vibratory bowl feeder with hardened track unit which is fitted as standard.

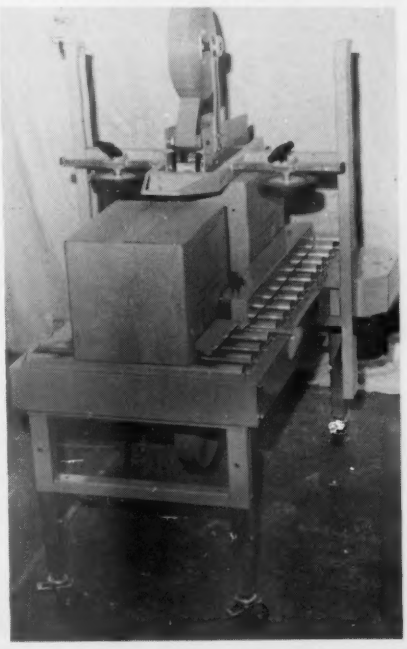
As well as a single-gun type version, the company manufactures multi-head screwdrivers for use in the cabinet and furniture industry, which can insert 20 screws simultaneously within approximately one second. Preliminary tests have shown that the 'Stardrive' recoups its outlay in about three months, according to the company, and it can be used by unskilled operators.

Further information: circle 124

Automatic case sealer

Siat Packaging Systems Ltd of London has now added a low-cost machine to its range of automatic case sealers. Known as G8 it is designed for packaging lines for high-speed sealing of uniform size cases using self-adhesive tapes. The unit can deal with cases of any length with heights ranging from 90 mm to 500 mm and widths from 110 mm to 500 mm. It operates at a speed of 18 m/min providing a throughput of almost 1800 to 2400 cases per hour.

Further information: circle 125



Technology news

Hotter than the sun

Conditions close to those in a possible full-scale thermonuclear fusion reactor are to be studied in Jet, the joint European torus project which is to be sited at Culham, the UKAE's centre for fusion research in Oxfordshire. A costed design of an experimental reactor, prepared by an international team working at Culham since September 1973, is to be constructed over a period of five years. Experimental operation of the reactor will be carried out during a further five year period.

Britain's fusion research has been going on at Culham for 16 years. Fusion's main attraction is that it offers the possibility of introducing a completely new source of energy using cheap, readily available and as yet untapped resources. The process involves the nuclei of light elements being made to fuse or join together to form heavier ones. This produces energy in vast quantities.

Deuterium and tritium, two types of the lightest element hydrogen, will fuse to produce helium and energy in the form of fast energetic neutrons when heated to about 100 million degrees Kelvin – hotter than the centre of the sun. In an operational reactor the neutrons will be slowed down in a blanket surrounding the reacting gases, heating it to about 1000 degrees Centigrade. The heat in the blanket will be removed, probably using helium gas under pressure, to raise steam to drive electricity producing turbine generators.

Culham's experts have proposed a design of such an operational reactor which would generate 2000 Mw of electricity. It would need about one pound of deuterium and three or four pounds of lithium, the source of the tritium, each day to produce this amount of energy. Conventional coal fired generation of the same amount of energy would use 18 000 tonnes of coal per day.

Deuterium comes from ordinary water and supplies are inexhaustible. Tritium does not occur naturally and has to be produced in a secondary reaction using lithium. The reserves of lithium in the crust of the earth are very plentiful.

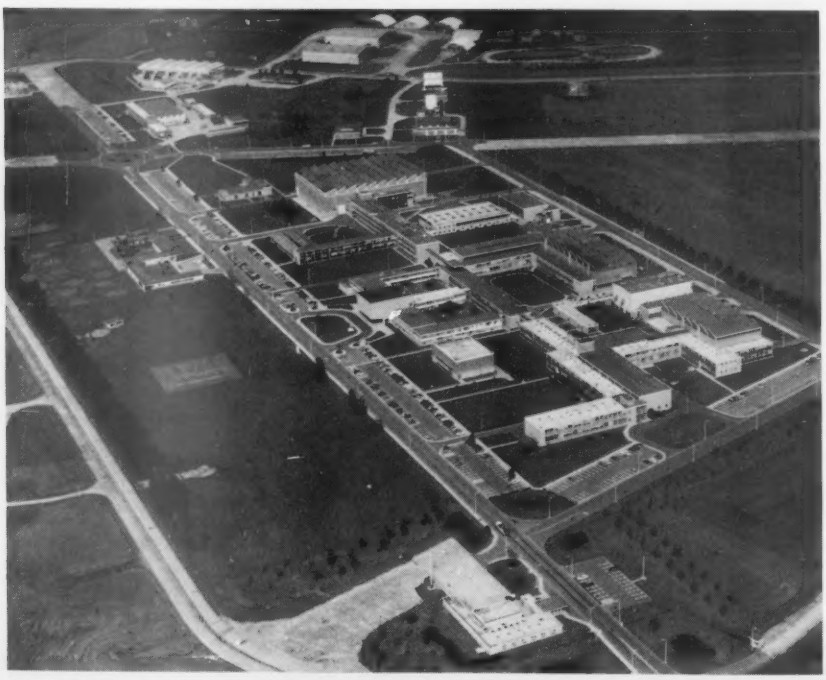
Fusion reactions are difficult to achieve since they will occur only if the nuclei are allowed to approach one another at very high speeds, sufficient to overcome their mutual repelling force. In order to get more energy out than is put in when heating, it is necessary to confine, or hold together, the hot gas plasma long enough for sufficient fusion reactions to take place. A way has to be found of controlling the high temperature plasma and keeping it out of contact with its container walls which would cool it.

Fusion plasmas in the sun are held together by strong gravitational forces. On earth, some other way of containing hot plasma has to be found. Since plasmas can be influenced by magnetic fields, magnetic confinement has been under investigation for over 25 years. A magnetic field acts as a barrier between the plasma and the walls of the confining vessel.

Magnetic confinement systems come in all shapes but the most favoured one is a torus, which looks like a doughnut or a car tyre. Here the magnetic field lines, which close in on themselves within the container, prevent the plasma from escaping rapidly to the walls.

Most fusion experiments at Culham laboratory are based on torus-shaped vacuum chambers filled with magnetic fields and containing an inner ring of hot plasma. The magnetic fields are generated both by coils outside the torus and by electric currents flowing inside the hot gas itself. The difference

UKAEA's Culham laboratory in Oxfordshire



Jet's management set-up

Although the major decision to site the Joint European torus (Jet) at Culham has been taken, further tough bargaining is expected when the Jet interim council meets for the first time on 23 November to consider the draft statutes of the project's management set-up.

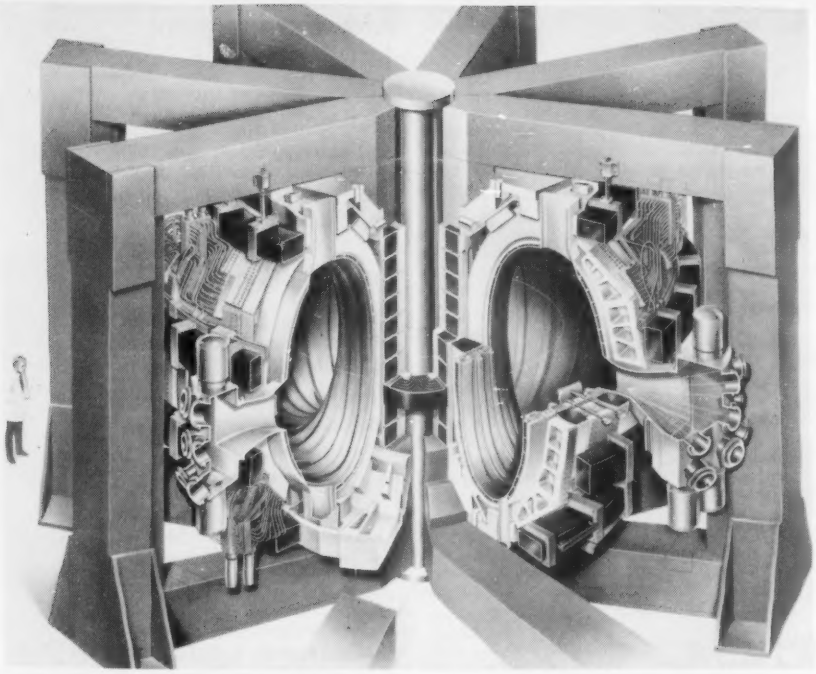
Jet will take the form of a joint undertaking within the meaning of chapter V of the Euratom treaty and its statutes have to be agreed unanimously. If unanimity is not achieved within four months, the matter reverts to the council of ministers.

A permanent Jet council will then be set up under the statutes as the principal management body for the project; France, Germany, Italy, the UK and the commission will have five votes each and the other participants (including Sweden and ultimately Switzerland) two votes, except Ireland and Luxembourg who will have one. Decisions will be taken by a majority of 26 votes out of 37.

A Jet executive (or management) committee will be set up to assist the council in preparing its decisions and to carry out such tasks as may be assigned to it, in particular supervision of the financial management; a Jet scientific council will be available for the Jet council to consult on scientific matters; and the head of project will be responsible to the Jet council for the executive management of the project.

The head of project, who will be appointed provisionally as soon as possible, will not be British; and a maximum of 150 out of a total staff rising to 320, will also be expatriates with temporary status of Euratom agents.

The conventions governing the joint undertakings relations with the host country will be designed by the Jet council to ensure the project's independence from the host laboratory once the host has brought the site and necessary services into a suitable condition. Jet's management structure will also be separate from that which controls the remainder of Euratom's 124 million units of account five-year fusion programme, of which the non-Jet work at Culham will continue to form part.



The proposed Jet apparatus, consisting of a large transformer of which the plasma toroids forms the single turn secondary.

between various systems is mainly in the shape and method of generating the magnetic fields.

The joint European torus is a development of the 'tokamak' system pioneered by the Russians. The constant pattern of encouraging results from tokamaks throughout the world has predicted that conditions close to those needed in a reactor can be achieved in the next generation of machines.

Jet is, in effect, a large tokamak with a total weight of 2200 tonnes. It will consist of a 6-m diameter toroidal chamber from which all the air has been removed. A puff of hydrogen gas, introduced into the chamber, is converted into plasma by an electric current of nearly 4 million amperes which also heats it.

The magnetic field for confining this plasma is made up of two parts – the stronger toroidal field, produced from a set of large flat coils placed around the chamber, and the weaker poloidal field which is generated by the current passing through the plasma. This current is induced into the plasma using a large transformer.

It will be at least 20 years after fusion is successfully demonstrated in the Jet project before the commercial generation of useful amounts of power becomes practical.

Laboratories designed for change

Laboratory buildings are often designed to last many years but as time goes on, the use to which they are put changes. Work by the Department of Education and Science's Laboratories Investigation Unit (LIU) provides a strategy for the design and construction of laboratories so that they can be quickly and easily converted for a variety of uses. This work was the subject of a one-day conference on 28 October which was attended by architects, scientists and administrators from the United Kingdom and overseas.

The LIU has been working for some time on developing adaptable and flexible interior systems. The increasing diversity of scientific work together with the difficulties of predicting demand have revealed the drawbacks of tailoring laboratories too closely to one set of needs. The basic structure, therefore the LIU argues, should allow for the supplementary parts of the building, such as partitions, services, equipment and furniture to be designed so that they can easily be arranged to suit the changing demands. The new design strategy can also be adapted for use in other buildings such as hospitals, workshops and factories.

Throughout its work the LIU has been aware of the need to obtain the maximum return from all capital investment and to assist management in the efficient use of accommodation. Through small projects and trials, planning strategies were improved and the services, furniture and equipment developed and manufactured to the point where a major new project was required to test the practical application of the unit's basic design philosophy and the products.

Alternative patterns

The project selected was the new Charles Darwin science building at Bristol Polytechnic which was completed in 1976. The laboratory space in the building has been planned for alternative patterns of use. Covering some 5000 m² the shell of the building has been fitted with loose furniture and equipment which is linked by flexible connections to a system of overhead services distribution. The wide choice of layout open to users is further increased by the use of demountable partitions to subdivide into large or small laboratory areas. The general teaching and staff office accommodation are also fitted out in this way.

In addition, and of equal importance for any future change of use of the building, has been the strategic planning of circulation and technical support functions within the basic building. The central location of stairs and shared ancillary laboratory areas are designed to encourage multi-disciplinary use of perimeter teaching and research space.

Industry and the hospital service have already shown positive interest and further applications have been initiated particularly the conversion of existing buildings with some flexibility for future change. The LIU is also collaborating with consultants and manufacturers to realise the export potential of these developments in new projects overseas.

Inquiries to the Laboratories Investigation Unit Architect and Building Branch, Department of Education and Science, Elizabeth House, York Road, London SE1 7PH.

NPL makes Big Ben fail-safe

A fail-safe brake being fitted to the chiming mechanism of the Great Clock at the Palace of Westminster by staff of the Department of Industry's National Physical Laboratory, who designed and made the device. The work was carried out when the clock was stopped to turn it back one hour to Greenwich Mean Time. This braking device consists of a rotating sensing mechanism driven by the big wheel of the chiming train. This mechanism contains three balls which actuate a brake on the rim of the wheel if its speed increases by a predetermined amount. This has been designed to prevent a re-occurrence of the incident when the clock failed on 5 August 1976, causing extensive damage to the mechanism and the clock room.

Parliament

Wednesday, 26 October

Commodity agreement for natural rubber
Frank Hooley (Sheffield, Heeley) asked what progress was being made in discussions about a commodity agreement for natural rubber; and what was the UK position in this matter.

Mr Cryer answered that discussions on a possible international commodity agreement to stabilise the price of natural rubber had been going on since January 1977 under the auspices of the Unctad integrated programme. The secretary-general of Unctad had said that of the commodities discussed under the integrated programme only in rubber had there been a detailed and constructive dialogue. At the Unctad second preparatory meeting on natural rubber at Geneva in June 1977, the Association of Natural Rubber Producing Countries (ANRPC), which supplied the vast majority of natural rubber for world markets, submitted a proposal for a price-stabilisation scheme based on the creation of a 400 000-tonne buffer stock. Rubber would be sold by the stock to protect the price ceiling and bought to defend the floor. Floor and ceiling prices would also be protected by production controls under this proposal. To date the ANRPC proposal was the only detailed proposal tabled. Countries attending the second preparatory meeting agreed to set up an inter-governmental task force 'to bring the analytical phase . . . to a successful completion and to prepare within a definite time frame for the next phase including decisions with regard to the negotiation of a possible commodity agreement for natural rubber'. The task force would make recommendations to a third preparatory meeting to be called in February 1978.

The first of the task force meetings took place in Geneva from 10 to 21 October. Detailed discussion centred on the ANRPC proposals and in particular the composition of the buffer stock and the efficacy of production controls. The outcome of the meeting was an agreed statement to the effect that some progress had been made: '. . . the task force was able to discern clear directions on which consensus may be considered possible and practicable'. A second meeting of the task force was to be held from 6 to 9 December. The UK, together with its partners in the EEC and other principal consuming countries, had participated in all these discussions in a positive and open-minded way. The government welcomed the friendly and constructive spirit in which the meetings had been conducted. The government was studying the proposals in the light of the information provided by the work of the task force. The aim of the government was to secure a fair, long-lasting and above all effective solution to the problems of natural rubber. There was as yet no commitment to take part in negotiation of a price stabilisation agreement, and indeed no decision had yet been reached that such a negotiation should take place. The government was nevertheless heartened by the real though modest progress which had been achieved so far in the discussions between producers and consumers.

Commodity agreement for tungsten
Frank Hooley (Sheffield, Heeley) asked what progress was being made in discussions on a commodity agreement for tungsten; and what was the UK position on this matter.

Mr Cryer answered that earlier this year the United Nations conference on trade and development established an intergovernmental group of experts on tungsten to examine and assess proposals for international measures to stabilise the price of tungsten. Unctad would consider the group's report early in 1978 and would decide whether to convene a negotiating conference on tungsten. The UK was a member of the export group and was participating fully in work designed to establish whether price stabilisation measures were feasible. The government would determine its policy in the light of the outcome of this work in Unctad.

Commodity agreement for manganese
Frank Hooley (Sheffield, Heeley) asked what progress was being made in discussions about a commodity agreement for manganese; and what was the UK position in this matter.

Mr Huckfield said that a preparatory meeting on manganese, at which the UK was represented, was held at Geneva in June within the framework of the integrated programme for commodities of Unctad. No proposals for a commodity agreement were put forward. A decision on whether a second meeting should be held had been deferred by the Unctad ad hoc intergovernmental committee for the integrated programme for commodities until December.

Commodity agreement for cotton
Frank Hooley (Sheffield, Heeley) asked what progress was being made in discussions on a commodity agreement for cotton; and what was the UK position in this matter.

Mr Cryer replied that the first preparatory meeting on cotton, uncer the Unctad integrated programme for commodities, was held in June this year. Detailed discussions were to follow at the level of intergovernmental experts, whose first meeting was scheduled for February 1978. The UK, in co-ordination with the EEC, intended to play an active and constructive part in discussions aimed at reaching a commodity agreement in cotton.

Small businessmen's form-filling
John Cockcroft (Nantwich) asked the Secretary of State for Industry if he had any proposals to simplify the paperwork involved in running any small business in view of the fact that recent surveys had indicated that as much as one-fifth of a small businessman's time might be taken up with paperwork for the government.

Mr Cryer answered that he did not recognise the figure of one-fifth. All forms were kept under continuous review to ensure that the essential requirements of government were met, whilst keeping to a minimum the burden of form-filling on small firms.

Regional development grants
Fred Silvester (Manchester, Withington) asked if he would list the regional development grants paid under the Industry Act 1972 to the assisted areas in 1976-77, in 1970 prices.

Mr Williams replied that during 1976-77 a total of £408 million regional development grants had been paid in respect of expenditure incurred in the calendar years 1973 to 31 March 1977. At 1970 prices, the grants were approximately equivalent to £183 million.

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Advance factory completions
Elaine Kellett-Bowman (Lancaster) asked the Secretary of State for Industry if he would publish statistics in tabular form for each year from 1974 to 1977, inclusive, showing: (a) the number of advance factories completed in the United Kingdom and Northern Ireland, (b) the number of those advance factories which remained unoccupied for three months, for six months, for nine months, for 12 months, and to date, in each case as a total, and as a proportion of the whole; and (c) the number of advance factories built with assistance from the European regional development fund, both as a total and as a proportion of the whole.

Mr Cryer said that the answer given to parts (a) and (b) of the hon member's question related to advance factories completed in England only. The secretaries of state for Scotland, Wales, and Northern Ireland had responsibility for factory-building in those countries. As regards part (c) he had responsibility for co-ordinating all four countries' applications for ERDF contributions. The answer, however, referred only to the number of factories in respect of which ERDF contributions were made; it was not possible without disproportionate expense to express those numbers as proportions of the totals of advance factories completed. Mr Cryer gave the following information:

CONTRIBUTIONS FROM THE EUROPEAN REGIONAL DEVELOPMENT FUND

	Number of factories			
	1974	1975	1976	1977
England	20	14	51	70
Wales	1	7	24	19
Scotland	6	11	20	24
Northern Ireland [1]	—	—	4	1

[1] Including blocks of terrace units.

Year	Total advance factories [1] completed in England	Vacant for 3 months	Vacant for 6 months	Vacant for 9 months	Vacant for 12 months	Vacant to date
1974	15 sfs and 16 tus [2]	5 tus	2 tus	1 tu	8 sfs and 3 tus	3 sfs and 1 tu
1975	13 sfs and 14 tus	1 sf	2 sfs and 1 tu		6 sfs	3 sfs and 1 tu
1976	43 sfs and 18 tus	4 sfs	4 sfs and 5 tus	7 sfs	5 sfs and 9 tus	20 sfs and 6 tus
1977	57 sfs and 72 tus	1 sf and 3 tus	1 sf	—	—	48 sfs and [3] 45 tus
Numbers of vacant factories expressed as a proportion of total yearly completions [4]:						
1974		16.0%	6.5%	3.2%	35.5%	13%
1975		3.7%	11.0%	—	22.0%	15%
1976		6.5%	14.8%	11.5%	23.0%	43%
1977		3.1%	0.7%	—	—	72%

[1] Excluding factories funded by the Development Commission. [2] sf = standard factory, tu = terrace unit. [3] Factories which have been empty for 0-9 months. [4] In calculating the percentages each standard factory and terrace unit has been counted separately as one factory unit

Machine tool industry

Jeff Rooker (Birmingham, Perry Barr) asked how much assistance had been approved under the machine tool industry scheme at the latest date.

Mr Cryer answered that up to 21 October 1977 assistance totalling £11,606,000 had been approved under the machine tool industry scheme. This represented 102 applications for assistance. The amount of assistance had ranged from about £4,000 for one project to just over £1 million for another. The list of firms receiving assistance over £5,000 would be published, as usual, in *Trade and Industry* after the money was paid for each project.

Wool textile industry

Kenneth Lomas (Huddersfield West) asked what efforts were being made by the Department of Industry to assist the textile industry, and in particular the wool textile industry, to embark upon a massive restructuring programme.

Mr Cryer said that his department was operating two schemes of financial support under the 1972 Industry Act for re-equipment and restructuring of the wool textile industry. The first scheme, nearly completed, involved government expenditure of about £16 million which would lead to new investment of the order of £75 million. The second scheme, which was in its early stages, could involve government funds of some £5 million.

US tariffs on wool cloth

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Trade if he would seek to reduce the high tariffs imposed by the US government on wool cloth imported from the UK; and, in view of the fact that there was a demand for quality wool cloth in the US which could not be met because of the high tariff wall erected by the US government, if he would make immediate representations to that government expressing the concern of quality wool cloth manufacturers in the UK.

Edmund Dell said that this problem had already been brought to the attention of the US administration on many occasions. They would continue to take every suitable opportunity to impress upon them the full implications of their high import tariffs on wool textiles, and in the current round of Gatt multilateral trade negotiations he would be urging the community to secure the greatest reductions possible.

Textile imports

Kenneth Lomas (Huddersfield West) asked what action was being taken by the EEC to reduce the growth of textile imports from supplying countries whose production costs were too low in relation to those of the community; what discussions, if any, the EEC was having with third world countries concerning textiles; when the next council of ministers of the EEC would take place; and what was proposed concerning the multifibre arrangement from 1 January 1978.

Michael Meacher answered that at its meeting on 18 October the EEC council of ministers had approved negotiating directives for new bilateral textile agreements with low-cost supplying countries which were intended to strengthen controls against disruptive imports. Negotiations had now begun with some 13 countries and others would follow. There would be regular progress reports to the council of ministers which next would meet on 21 November. The EEC's decision about renewal of the multifibre arrangement would depend on the outcome of these negotiations but if the results of the bilaterals were not satisfactory the commission had already indicated it would propose unilateral EEC arrangements for textile imports from low-cost sources with effect from 1 January 1978. See page 227.

New battery systems

Gwilym Roberts asked the Secretary of State for Industry if he would study the case for industrial and commercial transport operators using electrical vehicles; if he would encourage research into the development of new battery systems for electrical vehicles; and if he would make a statement.

Mr Cryer said that the study of electric vehicle applications received constant attention in his department. Such applications were determined primarily by economic considerations and the many active manufacturers in this field ensured that opportunities for the use of electric trucks and other vehicles were not neglected. The department was contributing to the current research into the sodium sulphur battery, the most promising energy storage source, funded the advanced battery support unit at Harwell, and had the question of new battery systems continually under review.

New jobs at Ford

Eddie Loyden (Liverpool, Garston) asked the Secretary of State for Employment how many new jobs had been created in the UK by the extension of Ford UK activities.

Mr Williams said he had been asked to reply. Over the past 25 years employment in Ford's UK facilities had risen from 20 500 to over 72 000 in 1977 including more than 14 000 at Halewood on Merseyside. The new engine plant at Bridgend in South Wales was expected to provide 2500 new jobs there by 1980.

London Metal Exchange

Frank Hooley (Sheffield, Heeley) asked the Secretary of State for Industry if he would set up a working party to investigate the possibility of closer control of the transactions on the London Metal Exchange by the establishment of a clearing house mechanism.

Mr Cryer said that the operations of the commodity markets in London were closely monitored by the Bank of England and the government received regular reports. The commodity markets were essentially self-regulating. In the case of the London Metal Exchange new arrangements were in course of introduction which were intended to strengthen the exchange's controls and to ensure that the positions of traders were consistent with its financial safeguards. They would examine these new arrangements as part of a continuing examination to see if they were working satisfactorily and a working party would remain a possibility if this was not the case.

Common fund

Kenneth Lomas (Huddersfield West) asked the Secretary of State for Trade if he would ensure that the government gave full support to the common fund at the negotiations due to take place in Geneva in November.

Michael Meacher replied that following the agreement in June between developed and developing countries in the conference on international economic co-operation that a common fund should be established, the specific objectives and purposes of such a fund were to be considered this month at the resumed Unctad negotiating conference. They and the other developed countries hoped to table there proposals on which they had been working together for a fund based on individual commodity agreements. They believed that these could provide the basis for concrete progress towards a fund which would be viable, effective and acceptable to a wide range of both developed and developing countries.

ECGD staff

Cranley Onslow (Woking) asked how many staff were employed in the administration of the Export credit guarantee scheme on 1 June 1977, and on the same date in each of the previous five years.

Michael Meacher replied that the number of staff in post in ECGD as at 1 June in the years from 1972 to 1977 was as follows:

1972	1973	1974	1975	1976	1977
1 637	1 656	1 663	1 801	1 912	1 890

Business Statistics Office staff

Cranley Onslow (Woking) asked how many staff were currently employed in the Business Statistics Office; and what were the comparable totals in each of the past five years.

Mr Clinton Davis said that the number of staff employed, on 1 October each year, was:

1972	1973	1974	1975	1976	1977
889	1 023	1 010	1 078	1 058	1 062

Business Statistics Office's wage costs

Cranley Onslow (Woking) asked what were the total wage costs of the Business Statistics Office in each of the past five years; and what they were estimated to be in the current year.

Mr Clinton Davis answered that total wage costs, inclusing employers' national insurance contribution, were as follows:

	£'000
1972-73	1 716
1973-74	2 143
1974-75	2 450
1975-76	3 237
1976-77	3 469
1977-78 [1]	3 820

[1] Estimate.

Section 1 prosecutions

Cranley Onslow (Woking) asked how many prosecutions had been brought in each of the past five years for failure to comply with section 1 of the Statistics of Trade Act 1974; and how many convictions had resulted.

Mr Huckfield replied that all section 1 prosecutions, which were only initiated after all other means of persuasion had been exhausted, over the last five years had been associated with non-response to the quarterly inquiries into manufacturers' sales conducted by the Business Statistics Office. Following the introduction of these inquiries in 1968, prosecutions had not been instituted until mid 1973. The number of prosecutions from 1973 to date, all of which resulted in convictions, were as follows:

	First prosecutions	Second prosecutions [1]
1973	36	—
1974	53	2
1975	67	2
1976	32	8
1977	44	5

[1] For continued failure to comply after conviction

Heathrow minimum noise route

Laurie Pavitt (Brent South) asked the Secretary of State for Trade if he would publish the number of days in each of the last three years when the Kilburn minimum noise route had been used by aircraft departing from Heathrow.

Mr Clinton Davis said that the informaton requested by his hon friend was as follows:

Year	Full day	Part day
1974	48	86
1975	59	108
1976	62	106
1977 (January-June)	35	54

Slater Walker Ltd

Dr Colin Phipps (Dudley West) asked what was the profit figure for Slater Walker Ltd for each of the last three years; and what was the projected profit for the current financial year; who were the principal creditors of Slater Walker Ltd; and what were the amounts involved for each; and what were the amounts involved for each; and what was the net asset value of Slater Walker Ltd; what was this expressed per share; and what price per share was being paid by the Bank of England.

Mr Clinton Davis said that the reported profits of Slater Walker Ltd, plus its subsidiary companies, for the years ending 31 December 1974, 1975 and 1976 were respectively £3,306,544, £4,828,685 and £1,223,736. The company had not forecast a projected profit for the current year. He had no information as to the names of, or the amounts due, to each creditor of Slater Walker Ltd. The accounts of Slater Walker Ltd for the year ended 31 December 1976 disclosed net assets of £21,159,553, equivalent to £2.11 per share. However, no further provision had been deemed necessary in these accounts for doubtful debts because, under an agreement dated 11 December 1975, the Bank of England had guaranteed and indemnified Slater Walker Ltd against losses arising from the failure of its debtors to repay loans and advances in full and contingent liabilities to a maximum principal amount of £40 million together with future interest accruing on all loans and advances. Slater Walker Securities Ltd recently sold the share capital of Slater Walker Ltd to the Bank of England for £3.5 million, equivalent to 35p per share.

London Capital Group report

Neville Trotter (Tynemouth) asked the Secretary of State for Trade when he expected to receive the inspector's report

into the affairs of the London Capital Group; and whether the report would be published.

Edmund Dell replied that he had now received the inspector's report and was considering it. As the hon member was aware, it was usual to publish such reports into the affairs of public companies.

Official returns

Cranley Onslow (Woking) asked the Secretary of State for Trade if he would list each of the official returns which a company with an annual turnover of over £100,000 and/or more than 20 full-time employees might be obliged by statute to complete and submit to a government department or agency in the course of a typical year, and if he would list each of the official returns which a company with an annual turnover of less than £100,000 and/or less than 20 full-time employees might be obliged by statute to complete and submit to a government department or agency in the course of a typical year.

Mr Clinton Davis said that the information in respect of statistical forms issued by the statistical service of the Departments of Trade, Industry and Prices and Consumer Protection in 1977 was listed in the following table:

	Employment over 20 or turnover over £100,000		Employment less than 21 or turnover less than £100,000	
Statistical inquiries in 1977	All firms	Sample of firms	Small sample of firms	None
Census of production (manufacturing)	●			●
Census of production (construction)	●		●	
Film exhibitors annual inquiry	●		All firms	
Annual inquiries into entertainment transport, miscellaneous transport services and storage, motor trades, wholesaling, property, catering, miscellaneous services, business services		●	●	
Annual retailing inquiry		●	●	
Annual minerals raised	●		All firms	
Quarterly production inquiries:				
Petroleum and natural gas licensees and contractors	●			
Manufacturing industries	●[1]		[1]	
Quarterly sand and gravel inquiry		●	●	
Fuel stocks and consumption		●		●
Monthly engineering industries		●[2]		●
Monthly concrete building blocks	●		All firms	
Consumer credit grantors (one-off inquiry)	●		All firms	

[1] For five industries the employment coverage is 11 or more; for 140 industries it is 25 or more and for 20 industries it is 50 employees or more. [2] For 25 industries the employment coverage is 200 or more and for the remaining 12 it is 100 or more.

Comparable information for non-statistical forms was not available. Under the companies acts, all companies required to make an annual return to the Registrar of Companies, and file with him accounts and certain other documents.

1976 retail trading inquiry

Cranley Onslow (Woking) asked how many traders were ordered to complete a return for the purposes of the inquiry into retail trading for 1976; how many had so far failed to do so; and how many reminders had been sent out.

Michael Meacher replied that information was not available in the precise form requested. The Business Statistics Office for the inquiry into retail trading for 1976 had sent out 30 424 forms. By 14 October, 21 710 had been returned and three reminders had been issued in connection with each of the outstanding returns.

Anti-dumping investigations

Neil Marten (Banbury) asked the Secretary of State for Trade if he would list the anti-dumping cases investigated by his department and by the EEC commission, respectively, since 1 July 1977, showing the product, country of origin and outcome of the investigation.

Edmund Dell gave the following information:

Country of origin	Product	Outcome of investigation
Department of Trade investigations		
Japan	Steel light sections	Duty of £11 per tonne imposed on 7 July 1977
Japan	Steel flat bars	A measure of dumping was found, but this was insufficient to justify a duty
Spain	Steel reinforcing bars, light sections and flat bars	Agreement has been reached, subject to formal ratification on the price and quantity of future exports to the UK
EEC commission investigations		
a Completed since 1 July 1977		
Mexico and Brazil	Sisal twine	Closed on 9 September 1977 following the receipt of satisfactory undertakings
Japan	Ball and tapered roller bearings	A duty of 15 per cent was imposed on 4 August 1977 but was immediately suspended, as a satisfactory undertaking had been received
b Investigations in progress		
Brazil	Soya meal	
Korea and Taiwan	Bicycle tyres and inner tubes	
Brazil	Haematite pig iron	

Unsolicited literature about prices

Gwilym Roberts (Cannock) asked the Secretary of State for Prices and Consumer Protection, if he would study and take steps to curb the mass dissemination of unsolicited literature which could convey to many recipients that they had won or had a worthwhile chance of winning sizeable prizes in commercial competitions; and if he would make a statement.

Mr Fraser said he had no knowledge of such prize draws other than those run by mail order publishers. The code of practice of the Mail Order Publishers' Authority forbade the raising of unjustified expectations regarding prizes. Regrettably not all companies in this area subscribed to the code. If, however, Mr Roberts had any evidence that the provisions of the code were being disregarded, either by members or non-members, he would gladly draw it to the attention of the relevant authorities and, if appropriate, ask that the code be strengthened or efforts be stepped up to persuade a firm to subscribe.

Credit cards' rates of interest

Gwilym Roberts (Cannock) asked the Secretary of State for Prices and Consumer Protection, if he would seek to ensure that credit card users were always made aware of the annual rate of interest and not the monthly rate, which might be misleading; if he would seek to set a ceiling to the annual rates of interest chargeable on loans; and if he would make a statement.

Mr Fraser replied that regulations under the Consumer Credit Act 1974 which he hoped to make early next year would require consumer credit advertisements to show the annual percentage rate of charge for credit. Later regulations would impose this requirement in relation to agreements. He had no power to set a ceiling to interest rates and took the view that, since the reasonableness of the rate charged in a particular case would depend on many factors, such a ceiling would be inappropriate.

Banks' profits

Gwilym Roberts (Cannock) asked the Secretary of State for Prices and Consumer Protection what study he had made of the increases in profits made by the major banks; and if he would refer banking profits to the Price Commission for a special investigation.

Mr Robert Maclennan said that on 12 September the secretary of state directed the Price Commission to examine certain charges for money transmission services made by a number of banks including the principal clearing banks. The commission would be able to look at the clearing banks' overall level of profitability in preparing its report.

Recommended prices

Gwilym Roberts (Cannock) asked the Secretary of State for Prices and Consumer Protection, if, in view of the disappointing response of manufacturers, particularly those of electrical appliances, to the recommendation of the Price Commission that they should abandon recommending prices, he would now take steps to make illegal the use of the term manufacturers' recommended price; and if he would make a statement.

Mr Robert Maclennan replied that the price Commission Act 1977 gave the secretary of state powers to regulate the use of recommended retail prices in particular sectors following an examination carried out by the Price Commission. In the light of the material contained in the commission's general report on this subject, he was considering whether to direct the commission to examine further one or more sectors where the practice appeared to be prevalent.

Bread subsidy scheme

Kenneth Warren (Hastings) asked the Secretary of State for Prices and Consumer Protection, why the bread subsidy scheme was abandoned with only one day's notice to bakers through a document reference HR22 (Mr Baker).

Mr Maclennan said that his department had informed bakers immediately when the decision to end the bread subsidy had been taken. At that time the statutory maximum prices were about to be raised to take account of the price increases notified by the bakers which were due to take effect from Monday, 18 July. His department had been told that both bakers and retailers would not wish to have price increases in close succession and that bakers planning a price increase would not wish to postpone it. Although the department would have preferred to end the subsidy a little later and thus give more notice, it had therefore decided to act without delay so as to coincide with the change in the statutory maximum prices. The department appreciated that the shortness of notice might cause some difficulty and officials of his department and of the Ministry of Agriculture, Fisheries and Food therefore had made every endeavour to ensure that the trade was told at once.

Danger warnings on dinghies

Greville Janner (Leicester West) asked the Secretary of State for Prices and Consumer Protection, whether he would make regulations to require manufacturers, wholesalers, importers and retailers of inflatable plastic rubber dinghies to mark these with adequate warnings of danger.

Mr Fraser replied that his department had recently written to manufacturers and importers of inflatable boats, and also to the trade associations concerned, recommending that these products should bear appropriate warnings. If this approach proved unsuccessful, the possible need for regulations under the Consumer Protection Act 1961 would be considered.

Fireworks agreements observed

Gwilym Roberts (Cannock) asked the Secretary of State for Prices and Consumer Protection if he would report on the operation of the Fireworks Act 1976 and the accompanying measures; what additional steps he was now taking to reduce further firework accidents and to publicise the dangers involved in using fireworks; and if he would make a statement.

Mr Fraser answered that reports received by his department during and after last year's Guy Fawkes season indicated few instances of fireworks being sold to children under 16, a marked decrease in the letting off of fireworks in the street and wide observance of the voluntary agreement by the retail trade to limit the period during which fireworks were on sale. Accidents last year had been the lowest on record. No additional steps to those taken following the comprehensive review of fireworks safety in 1975 were at present contemplated. Under the voluntary agreement then reached with the manufacturers, the quantity of bangers produced this year was more than 50 per cent less than in 1975.

European community news

Commission fishing proposals unsatisfactory – Silkin

Commission proposals for allocating fishing quotas did not meet the UK's needs and its proposals on conservation of fish stocks were inadequate and unsatisfactory, said John Silkin, Minister of Agriculture, Fisheries and Food on 26 October. He was replying to a parliamentary question on the special fisheries council meeting held on 24 and 25 October.

Mr Silkin said that he emphasised to the council the economic social and political importance of fisheries to the UK. 'I called for a common policy which would reflect today's circumstances and, by recognising the importance of the UK's contribution to the fish resources of the community and our losses in the waters of third countries, would provide a long-term framework for a viable UK fishing industry.'

He repeated the UK's proposal for a variable coastal belt of up to 50 miles around Britain's shores and readiness, as an alternative, to consider a 12-mile exclusive belt with a dominant preference for the coastal state between 12 and 50 miles.

'I made it clear that the commission's proposals for allocating quotas did not meet the UK's needs, and that the proposals on conservation were inadequate in themselves and unsatisfactory, because they failed to provide for the continuing right of member states to safeguard the stocks under their jurisdiction in the absence of community agreement.'

Turning to conservation, Mr Silkin said the council agreed to extend the ban on fishing for herring in the North Sea for the remainder of 1977, but urgent consideration would be given before the next meeting of the council on 7 and 8 November to the problem of small local fisheries which might be facing exceptional difficulties as a result of the ban. The council did not agree to continue the closed area for the Norway pout fishery, and the government were considering urgently the action which should now be taken.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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EEC ministers agree transport regulations amendment

EEC transport ministers meeting in Brussels on 27 October have agreed to amend regulation 543/69 on drivers' hours and conditions of work so that the commission can authorise the UK and Ireland to implement the basic regulation for domestic transport over a three-year period from 1 January 1978.

CAP support money should be used to cut EEC dole queue – Strang

Contrary to popular opinion the common agricultural policy has had a relatively small effect on the overall level of UK consumer food prices but it desperately needs constructive reform, said Gavin Strang, Parliamentary Secretary at the Ministry of Agriculture, Fisheries and Food.

Speaking to the Guild of Agricultural Journalists on 25 October, Mr Strang said that intelligent debate about constructive reform had been overshadowed by biased pronouncements from those who hold strong views for or against membership.

Some pro-marketeers held the CAP sacrosanct to the extent of defending the structural surpluses it had generated. Consumers would agree that this year's possible marginal potato surplus was better than last years' shortage but it was ridiculous to defend the EEC milk surplus he said. 'Intervention stores are chock-a-bloc with over 1 million tonnes of skimmed milk powder and butter stocks could reach 400 000 tonnes by the end of the year.'

On the other hand, he said, some anti-marketeers had mistakenly blamed most of the increase in UK food prices in recent years on the CAP.

'You have only to analyse the different factors which have affected food prices – changes in international supplies, the fall in the value of the pound, increased manufacturing and distribution costs, the reduction in consumer food subsidies – to recognise that the CAP cannot be the principal cause of our food price increases' he said. Some of the most extreme increases had been in commodities like coffee, tea and potatoes which were not affected by the CAP.

But, he continued, the modest effect of the CAP on the overall level of UK food prices did not detract from the basic case for reform. Some UK prices such as imported Canadian wheat and New Zealand butter had been forced up sharply by CAP levies. Excessively high support prices in other member states are costing Britain and the community hundreds of millions of pounds at a time when this sort of money should be used to cut the 5-million-plus EEC dole queue.

'We should not lose sight of the improvements which have been achieved by the government in the CAP particularly as it affects the UK. The re-negotiation package – a beef support system to minimise intervention buying and give the benefits of surplus to the consumer, continued access to the UK market for New Zealand butter and cheese and the Lomé convention giving guaranteed access at EEC prices for 1.4 million tonnes of sugar cane from developing Commonwealth countries – is still in retrospect a significant advance,' he said.

Court of auditors appointed

Members of the new European court of auditors were appointed at the council of ministers meeting on 18 October. The court has nine members, one from each member state.

The UK member is Sir Norman Price, former chairman of the Board of Inland Revenue.

The court, set up under a treaty of 22 July 1975, will take the place of the existing audit board and will exercise a continuous audit over the operations of all other community bodies.

European Patents Organisation starts work

At the invitation of the government of the Federal Republic of Germany, the inaugural meeting of the Administrative Council of the European Patent Organisation, which came into being on 19 October, was held from 19 to 21 October in the Bayerischer Landtag building. A further 700 employees will join the

staff on 1 January 1978 as a result of the integration of the International Patent Institute. It will be possible to file European patent applications as from 1 June 1978.

New EEC documents

This list of EEC documents was deposited in the House of Commons in the seven days to 27 October (commission reference numbers, where appropriate, are given in parentheses). The documents are available for consultation at the European Communities Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

Draft instruments

R/2357/77 (COM(77)385 FINAL)
Proposal for a Council Regulation (EEC) on the tariff treatment of certain products intended for use in the construction, maintenance and repair of aircraft.

R/2391/77 (No commission number)
Four-year programme for the development of data-processing in the Community – Amendment to the proposal for a Council Decision adopting a multi-annual programme (1978-81) for the data-processing sector.

R/2409/77 (COM(77)501 FINAL)
Proposal for a Council Regulation adjusting some of the daily subsistence allowance rates for officials on mission laid down in Article 13(1) and (9) of Annex VII to the Staff Regulations of Officials of the European Communities.

Consultative documents

R/2131/77 (Commission document deposited separately)
Letter of amendment to the preliminary draft general budget of the European Communities for 1978.

R/2347/77 (COM(77)483 FINAL)
Commission communication to the Council on the energy situation in the Community and in the world.

R/2355/77 (COM(77)443 FINAL)
Commission communication to the Council on improving co-ordination of national economic policies.

R/2361/77 (COM(77)467 FINAL)
Report from the Commission to the Council on the application to exported products of Council Regulation (EEC) No. 2967/76 laying down common standards for the water content of frozen and deep-frozen chickens, hens and cocks.

R/2387/77 (COM(77)473 FINAL)
Report on the opening, allocation and management of the Community tariff quota in 1977 for frozen beef and veal.

R/2473/77 (COM(77)494 FINAL)
Annual Report on the economic situation in the Community.

Proposed suspensions of the CCT

The Department of Trade is considering applications for new suspensions of the common customs tariff (CCT) on the materials listed below on the grounds that they are not available from within the European Economic Community. The applications relate to the period 1 July 1978 to 30 June 1979.

20.07 A.IIa)
Pear juice of a specific gravity exceeding 1.33 at 15° C, of a value exceeding 22 ua per 100 kg net weight for use in the manufacture of perry

29.22 B.II
N,N,N',N'-Tetrabutylhexamethylenediamine

29.44 C
Cefaclor (INN) and its hydrates, salts and esters

38.19 U
2-(2-*p*-Chlorophenylbenzoxazol-5-yl)propiononitrile, impure

39.02 C.VIII
Copolymers of vinylidene chloride with vinyl chloride, containing not less than 80 per cent by weight of vinylidene chloride in one of the forms mentioned in notes 3(a) and (b) to chapter 39, for the manufacture of fibres, monofil and strip

If any UK companies are already manufacturing the goods (or like or competing goods) or expect shortly to be in production, so that their interests would be adversely affected by a suspension of the CCT, they should notify the Department of Trade, General Division, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, tel. 01-215 3576. Information should reach the department not later than 18 November.

Generalised tariff preference scheme (GSP) – restoration of normal duties

An order – the Import Duties (Quota and Other Reliefs) (Amendment) Order 1977, (SI 1977 No 1722) – has been made restoring, with effect from 26 October 1977, normal duties on imports from developing countries of iron and steel goods of tariff subheadings 73.11 A.I., A.IV.a) 1 and B. Under the communities' annual GSP arrangements most industrial goods may be imported from developing countries duty-free within tariff quota limits or under ceilings; normal duties may be re-imposed when a ceiling has been exceeded.

EEC rules of competition

The *Official Journal of the European Communities* C 249, 18 October 1977 contains a notice, pursuant to article 19(3) of regulation 17, concerning a decision adopted by the commission on 22 July 1969 under article 85(3) of the Treaty of Rome in favour of the French undertaking Jaz SA (Jaz) and Peter-Uhren GmbH (Peter). These undertakings had made an agreement on 11 January 1967, notified to the commission on 20 March 1967, for specialisation and mutual supply of mass-produced clock mechanisms. Jaz and Peter have requested a renewal of the decision which was valid until 10 January 1977.

It was agreed by the terms of the notified agreement that Peter would specialise in the manufacture of pendulums and mechanical alarms, and Jaz would specialise in the manufacture of pendulums and electrical alarms. Peter undertook to supply its large mechanical alarms and minute counters in France solely to Jaz for sale under the latter's trade mark and Jaz undertook to supply its electric movements in Germany solely to Peter (with the exception of three existing customers). Both parties also undertook not to buy similar articles for resale in the two contractual territories from third parties; to exchange information on sources of supply and market conditions; to set up a joint committee; to prepare an annual delivery schedule fixing maximum and minimum quantities to be purchased from each other; to inform each other of the manufacture of new products, and to abide by certain rules on the fixing of prices to each other.

Each party was free to fix its own resale prices. Neither imposed a prohibition on exports at the resale level. Finally, Peter and Jaz preserved their freedom to export outside France and Germany.

The commission intends to renew the decision made under article 85(3) but before doing so it invites interested third parties to submit their observations within one month from 18 October 1977, quoting reference IV/26.437 to the Commission of the European Communities, Directorate-General for Competition, Directorate for Restrictive Practices, Abuse of Dominant Positions, rue de la Loi 200, B-1049 Brussels.

Further information can be obtained from Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5092.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757, ext. 7174/482/409.

Common agricultural policy

The texts of the following regulation and directive which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Cereals. Regulation (EEC) 2282/77 amending regulation (EEC) 1761/77 laying down rules for the application of regulation (EEC) 2742/75. (*Official Journal* L265, 18 October 1977).

Seeds and plants. The *Official Journal* L261, 14 October 1977 contains the text of the council directive 77/648/EEC amending council directive 66/403/EEC on the marketing of seed potatoes.

Imports from non-member states

The *Official Journal* L266, 19 October 1977 contains the texts of the following decisions:

Decision 77/652/EEC authorising the UK not to apply community treatment to cotton jeans falling within heading ex 61.01 of the common customs tariff, originating in the People's Republic of China and in free circulation in the Netherlands.

Decision 77/653/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to men's shirts of mixed synthetic textile fibres and cotton falling within heading ex 61.03 of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

Harmonisation of legislation

Motor vehicles. The *Official Journal* L267, 19 October 1977, contains the text of council directive 77/649/EEC on the approximation of the laws of the member states relating to the field of vision of motor vehicle drivers.

Further information: Department of Industry, Vehicle Division, Abell House, John Islip Street, London SW1 P4LN, tel. 01-211 5658.

MFA renegotiation: the background

The Gatt multifibre arrangement – generally known as the MFA – which regulates international trade in textiles and clothing, expires at the end of this year. Over the next few weeks the EEC will be seeking to negotiate bilateral restraint agreements with all the significant low-cost supplying countries. The outcome of these negotiations will determine whether or not the community agrees to the renewal of the existing arrangement in December. This article sets out the background to the negotiations.

The MFA came into operation on 1 January 1974 and is the latest in a series of special GATT arrangements designed to deal with the problems caused by the rapid growth of textiles and clothing exports by the developing countries. Its principal objective has been to secure the orderly and equitable development of international trade by striking a balance between the interests of the low-cost supplying countries and the developed importing countries.

The underlying bargain is that the exporting countries have accepted the introduction or continuation of discriminatory restrictions on their exports in return for an undertaking by the importing countries not to cut back existing access to their markets, to allow a minimum annual quota growth rate of 6 per cent, and to phase out restrictions which cannot be justified under the provisions of the MFA.

UK restrictions under the MFA

The UK itself is not a signatory of the MFA. Its obligations apply to the UK through membership of the EEC which signed on behalf of all the member states. After initial delays the EEC has made full use of the MFA, in particular to negotiate bilaterial restraint agreements with 14 of the main low-cost suppliers. In addition unilateral measures have been imposed on Taiwan which is not an MFA signatory.

As a result the UK has secured quota arrangements covering about three-quarters of its textile and clothing imports from the main low-cost sources. For the most sensitive products such as cotton yarn, knitted shirts, jeans, and woven shirts and blouses, quota coverage is over 90 per cent.

Renegotiation of the MFA

Together these quotas have given the UK industry a much wider measure of protection then ever before but they have not prevented the industry from experiencing serious difficulties. Some of these have arisen from the EEC's own delay in negotiating bilateral agreements – the first, with India, was not initialled until June 1975.

As a result of the delays, trade built up so that when the agreements were eventually signed quotas were fixed in many cases at artificially high levels. Partly this was because of the difficulty of co-ordinating the views of nine separate member states. But another important reason was the time needed to devise the EEC's 'burden sharing' formula. This is an internal arrangement which aims to distribute the growth element in community quotas so that member states which have borne the heaviest share of imports in the past from a particular source take the smallest share of future growth. The UK attached great importance to this because – for historical reasons – imports have made greater inroads here than in most of the other member states.

The real problem, however, is that the MFA itself has proved inadequate to deal with disruptive imports during the recession. With economic prospects now much gloomier than when the MFA was negotiated the UK has, therefore, taken the lead within the EEC in seeking major improvements in the way it operates.

EEC objectives in the renegotiation

The MFA has proved inadequate for two main reasons. First, industry in the community has suffered from the effect of high base levels for quotas combined with an annual quota growth rate for the EEC as a whole of at least 6 per cent. Secondly, the MFA provides no solution to the problem of 'cumulative disruption', ie a situation where there are a large number of suppliers of a product whose exports may be individually small but together represent a very high level of import penetration. As the MFA stands the UK has no alternative but to allow each new supplier to secure a basic minimum level of access to its markets before the UK can take protective action.

After prolonged discussions the EEC finalised its objectives for the re-negotiation last June. The EEC's main objectives – which correspond closely with the changes sought by the UK – are: first, to secure more effective restraints generally and deal with the cumulative disruptive problem by securing a more comprehensive range of quotas, with more realistic base levels and lower quota growth rates related to the circumstances and prospects of industry within the community; and secondly to stabilise import penetration for the most sensitive products by restricting all low-cost imports within a global limit (the products which will be subject to an overall limit are cotton yarn and fabrics, spun synthetic fabrics, knitted shirts and T-shirts, trousers, jerseys and pullovers, and woven shirts and blouses. These account for over 60 per cent by weight of all UK imports from low-cost sources).

Progress to date

The EEC commission – which conducts the negotiations for the community – presented the EEC's proposals at the Gatt textiles committee in Geneva in July. The EEC received some support from other developed countries which are experiencing similar difficulties but the United States as well as the exporting countries argued for renewal of the MFA without change. Although there appeared to be a general feeling in favour of renewing the MFA in some form at the end of the year there was no agreement on what the form should be and the textiles committee broke up at the end of July without taking a decision.

The textiles committee is unlikely to reconvene before December. Meanwhile the signatories are seeing if some basis of agreement can be found in bilateral negotiations.

The EEC has set itself the objective of completing its bilateral negotiations in time to be in a position to decide whether to renew the MFA in December. The community is seeking agreements with over 25 low-cost suppliers – the list includes all those covered by existing MFA agreements (except Japan) and a number of non-MFA suppliers who will be offered similar terms to the MFA signatories.

The proposed agreements differ from existing EEC agreements in two major respects: first, quota coverage will be much more comprehensive – both for particular products and individual suppliers. In particular quota coverage for the more sensitive products will be virtually complete at the outset. And suppliers will be asked to agree to restraints on all products which they export to the EEC in significant quantities. Moreover products which are not subject to immediate restraint will be covered by a new form of consultation provision designed to allow the community to introduce new measures without delay if imports from a particular source show signs of reaching significant proportions. Second, quota growth rates will be lower – as a rule they will be below 6 per cent whereas at present 6 per cent is a minimum. For the more sensitive products the overall growth rate for low-cost suppliers will generally be substantially below this level, and for major suppliers of particular products growth rates will in many cases be 0.5 per cent or less.

The EEC intends to complete its bilaterals by the end of November. This is clearly a daunting timetable and negotiations on the community's terms are bound to be very tough. Nevertheless the EEC has agreed that it will not renew the MFA in December unless the results of the bilaterals are satisfactory. And if they are unsatisfactory the commission has already made it clear that they will propose unilateral community arrangements for textile imports with effect from 1 January 1978.

Overseas trade news

UK-Polish trade continues to expand

Satisfaction that two-way trade had continued to expand during 1977 particularly in the chemical and machinery sector was expressed at the sixth meeting of the UK-Polish joint commission in London from 24 to 27 October. It was also agreed that a further expansion of trade leading to a more even balance would be mutually advantageous. It was noted that the balance of trade remained in the UK's favour.

The commission noted the importance of mutual trade promotion carried on by the Polish Chamber of Foreign Trade on the Polish side and the East European Trade Council, chambers of commerce, trade associations and the Confederation of British Industry on the UK side.

The commission noted with particular satisfaction the visit to the UK in December 1976 of Mr Piotr Jaroszewicz, the Polish Prime Minister, and the mutally beneficial agreements arising from it. It considered that the new five-year agreement on economic co-operation signed by the two Prime Ministers had significantly strengthened the foundation for further co-operation. The commission also welcomed the signature between the two governments of a convention for the avoidance of double taxation.

On the subject of industrial co-operation, the joint commission noted with satisfaction the wide range of co-operation created by licence and co-operation agreements between UK and Polish organisations and considered that there was further potential for new agreements, particularly in the fields of machinery, metallurgy, chemicals, mining and the construction industry.

In particular, both delegations foresaw promising opportunities for co-operation in the fields of ferrous and non-ferrous metallurgy, both for joint deliveries of complete metallurgical plant, and for equipment to manufacture particular products. The commission noted with satisfaction the visit to Poland of the British Metalworking Plantmakers Association in March this year and of the inward visit of experts from the Polish Ministry of Metallurgy in October 1977 when discussions ensued on the development of the Polish metallurgical industry and of the prospects for British industry. Co-operation in the construction sector was also regarded by both delegations as offering good prospects for both countries.

Emphasis was placed on co-operation on projects in third countries and the delegations agreed that possibilities for co-operation might exist in the areas of; sugar (cane) plants; chemical installations; metallurgical plants; cement plants; geological and project engineering services.

In the field of scientific and technological co-operation, the joint commission reviewed activities over the past year. Satisfaction was expressed at the various exchange of work programmes which had taken place over the past two years between various UK and Polish laboratories and organisations. The joint commission agreed on a list of public projects, to be pursued in the coming year.

Current trends in UK/Polish trade in agricultural and food products were analysed and the delegations discussed the possibilities for developing co-operation in the production of these items. Though some disappointment was voiced at the level of two-way trade in the agricultural sector, both delegations agreed that there were opportunities for a mutually acceptable expansion in numerous areas.

During the week of the joint commission held under the joint chairmanship of John Steele, deputy secretary at the Department of Trade and Stanislau Dlugosz. Mr Dlugosz called on Edmund Dell, Secretary of State for Trade, Michael Meacher, Parliamentary Under-Secretary of State for Trade, Alan Williams, Minister of State for Industry and Lord Goronwy-Roberts, Minister of State for Foreign and Commonwealth Affairs. Mr Dlugosz also had separate meetings with various British companies engaged in trade and co-operation with Poland and visited the Birmingham Chamber of Industry and Commerce where he spoke to a meeting of British businessmen.

The UK delegation included representatives from industry as well as officials from the Departments of Trade and Industry, the Foreign and Commonwealth Office, the Ministry of Agriculture, Fisheries and Food, the British embassy, Warsaw, and the British Council. The industrial representatives were Mr J. Colman of Colman Group of Companies, representing the agricultural machinery sector; Mr A. Thomas of Head Wrightson Machine Co Ltd and chairman of the British Metalworking Plantmakers Associaton, representing the metallurgical plant industry; Mr L. Edwards of Cementation International Ltd, representing the construction industry; and Lord Selsdon of Samuel Montagu and Co Ltd, representing the housing sector.

The next meeting of the joint commission, which meets annually in London and Warsaw alternatively, is expected to take place in Warsaw next October.

The signing ceremony at the close of the UK-Polish joint commission.

Support from industry sought in Mexico

The Mexican market is already worth over $6 billion a year to importers, Edmund Dell, Secretary of State for Trade, told a seminar at Canning House on 26 October. 'It is because we believe that Mexico can become one of our most important business and industrial partners in Latin America that we have decided to stage a major British industrial exhibition in Mexico City in November next year,' Mr Dell continued.

He said that he had received the highest assurances from the Mexican government that this exhibition would be very welcome. He hoped that when the invitations to take part went out they would attract massive support from the British capital goods industry so that

Mr Dell, at rostrum, addresses the Canning House Mexico seminar.

'we make a real success of the biggest British promotion anywhere in the world in 1978'.

Currently Mexico was about fortieth in the list of UK export markets. That was far too low, he said. Obviously companies in the United States would continue to provide tough competition to anyone trying to break into the Mexican market. Mexico was ready for partnership in many sectors in which UK firms could compete with the best in the world – in agriculture, in fishing, in mining, in electrical generation, in steel fabrication and in transportation as well as in petro-chemicals. 'I hope that this seminar will bring the opportunities in Mexico into better focus and encourage more British companies to give the market a greater priority,' Mr Dell concluded.

Exports matter more than oil – Catherwood

The export effort matters far more than oil, Sir Frederick Catherwood, chairman of the British Overseas Trade Board told the Wolverhampton branch of the British Institute of Management on 25 October. It was exports which had balanced and must balance Britain's trade, not oil. Britain's total exports of goods and services were now running at £50 billion a year. Present net input of oil still to be saved by North Sea production was a mere £2½ billion, he pointed out.

Sir Frederick emphasised the success of Export Year, saying that a 10 per cent increase in the volume of exports had been aimed for. The last quarter showed an increase of 13.7 per cent on the same quarter a year before. 'We aimed to eliminate the trade deficit and the last quarter shows that even without the improvement in the oil revenue over the previous year, the deficit has been wiped out. The oil was a bonus.'

Sir Frederick underlined the excellent job which had been done by British industry. Saying that it was done by co-operation at all levels. Export Year within plants had been run jointly with the trade unions. 'For every Export conference we talked with the local TUC and had their co-operation and support and at the conferences we gained the interest, involvement and I believe the support of the shop floor.'

Reviewing the success of Export Year, Sir Frederick said that 2500 companies had taken part and that the 17 export conferences which had been sponsored by the British Overseas Trade Board had been attended by about 4500 people including about 1000 shop stewards and convenors.

BOTB support at three West German fairs this month

The British Overseas Trade Board will support a total of 144 firms at three specialised trade fairs in West Germany during the last week in November.

At the 38th Interstoff in Frankfurt, 22-25 November, Britain will be the largest participating foreign country with a joint venture group of 109 companies backed by the British Overseas Trade Board in collaboration with the National Wool Textile Export Council.

In Munich, at the second international exhibition for electronics production "Productronica', 22-26 November, a group of 16 companies are taking part supported by the BOTB in association with the Sira institute. This biennial event is an offshoot of the 'Electronica' exhibition and covers processes and equipment for the manufacture of electronic components and products, and semi-conductors. British exhibits will range from welding and trimming equipment to computer software.

The Düsseldorf industrial safety and factory hygiene exhibition, 22-26 November, will be attended by 19 British companies supported by the BOTB in a group participation organised in co-operation with the London Chamber of Commerce and Industry. British exhibits featuring new improvements will include a precision sound-level meter, a back-pack welding respirator, goggles and traffic cones. Among other products on display there will be safety flooring which has been supplied to the White House, Washington, floor maintenance machines, footwear and a range of protective clothing shown for the first time in West Germany.

ECGD bank guarantees help for short-term export finance

Guarantees from the Export Credits Guarantee Department for bank finance, for small and large firms alike, are playing a significant part in the remarkable growth of British industry's exports on short-term credit insured under ECGD comprehensive guarantees.

This point was made by Derek Smith, head of ECGD's comprehensive guarantee group, on 27 October. Addressing bankers and industrialists at the Confederation of British Industry seminar 'Export Finance – the Short End' at the Café Royal, Mr Smith went on to say that during the year ending 31 March 1977 ECGD comprehensive bank guarantees brought forward £1,750 million in post-shipment finance from the banks for exports on up to two years credit.

This compared, he said, with £1,350 million during 1975–76 – a growth of 30 per cent. In size the revolving limits under these bank guarantees ranged from £5,000 to £63 million. Such figures showed how the bank guarantee scheme had played its part in helping small and large firms to achieve the present annual rate of £12,000 million of exports 'at the short end' insured under ECGD's comprehensive guarantees – nearly a four-fold growth in the last three years or so.

Mr Smith also told the seminar that ECGD's new computer-based system for on-line transmission of data between its headquarters and the regional offices would start coming into operation next year and should thereafter speed up credit limit operations significantly. The continuing decentralisation of work from headquarters to the regional offices would also bring further improvements in service. Progress in both these fields would enable ECGD to maintain the day-by-day service to exporters while dispersing its entire comprehensive guarantee group to Cardiff in 1979-81, arrangements for which were now at an advanced stage of preparation.

ECGD £2 million line of credit to Poland

ECGD has guaranteed a £2 million line of credit which Lloyds Bank Ltd has made available to Bank Handlowy w Warszawie SA of Poland.

The loan will help finance contracts awarded by Metalexport of Poland to UK exporters for capital goods and associated

services. UK exporters will receive 85 per cent of the contract price from the loan; the remaining 15 per cent is payable from Metalexport's own resources.

To qualify under the terms of the loan, a contract must have a minimum value of £20,000 and be placed by October next year.

Exporters interested in this facility should contact Mr T. Anthony of ECGD, tel. 01-606 6699 ext. 7574 or Mr J. P. Smith of Lloyds Bank, tel. 01-626 1500.

Anglo-Soviet seminar

A joint Anglo-Soviet three-day seminar, 'Advances in the Control of Industrial Processes', is being organised by the Polytechnic of Central London in association with the Anglo-Soviet joint working group on instrumentation and automation engineering at the Polytechnic of Central London from 29 November to 1 December 1977.

The seminar will cover process control technology for a wide range of industrial processes and the guest speakers will include representatives of the USSR Ministry for Instrumentation, Automation and Control Systems (Minpribor), the Department of Industry's Warren Spring Laboratory, Ferranti, Foxbro Yoxall, GEC Elliott, Kent Automation Systems, ICI and the SIRA Institute.

Further details about the seminar can be obtained from: Jenny Hedley, Short Course Unit, Polytechnic of Central London, 309 Regent Street, London W1, tel. 01-580 2020, ext. 220.

Visits by overseas commercial officers

The following overseas commercial officer is expected to be in this country shortly, when he will be available for discussions.

Berlin R. Kirk, vice consul (commercial) locally-engaged. In Berlin since 1961, available March 1978.

Because commercial officers often have only limited time at their disposal it may not always be possible to fit everyone in. Where it is possible, firms are reminded that the Export Services and Promotions Division of the Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, which is in close touch with all overseas commercial officers, can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London, the regional offices of the Department of Industry, Welsh and Scottish Offices and the Department of Commerce Belfast, can also help.

British firms and organisations wishing to meet the officer are asked to write for an appointment, giving full details of the specific export problem and commodities involved.

Firms in Northern Ireland should contact the Export Branch of the Department of Commerce, Belfast; those in Wales the Welsh Office, Cardiff, and, for Scotland, the Scottish Office, Glasgow. For firms in the eastern region and the London and south-eastern region (and any organisation in the other regions which would prefer or be prepared if necessary to meet the officer in London) should write to Tours Section, Department of Trade, 50 Ludgate Hill, London EC4M 7HU. For all other regions firms should contact the appropriate Department of Industry regional office (exports).

International copyright conventions

The Copyright (International Conventions) (Amendment No. 4) Order 1977 (SI 1632) was made on 11 October 1977.

The new order, which enters into operation on 9 November 1977, takes account of the accession of the Central African Empire to the Berne copyright convention.

Copies of the order may be obtained from Sales Branch, The Patent Office, Orpington, Kent BR5 3RD, or from any branch of Her Majesty's Stationery Office, price 10p net.

Sugar trading in Hong Kong from next month

The Hong Kong Commodity Exchange will start trading in sugar futures on 15 November, reports the Hong Kong Trade Development Council. At present the exchange is only trading in cotton.

Trading hours in raw sugar futures will be from 7.30 am to 11.30 am GMT (3.30 pm to 7.30 pm in Hong Kong) to enable European traders to participate in the market.

Seatag holds joint reception with Indonesian Association

Left to right: Kris Noermattias, Indonesian embassy; Mr A. G. B. Young, chairman Indonesian Association; a member of the new Indonesian Trade Centre; Mr D. H. Rooney, chairman of the South East Asia Trade Advisory Group (Seatag) at the second joint Seatag/Indonesian Association reception held at the Department of Trade, 1 Victoria Street, on the evening of 26 October. The object of these quarterly receptions is to develop contacts between British and Indonesian businessmen and trade officials. The reception was well supported by members of Seatag, the Indonesian Association, the Indonesian embassy, including the attendance of ambassador Admiral Ricardus Subono and his wife, and members of the new Indonesian Trade Centre which was opened in London on 27 October.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. telephone inquiries should be addressed to the number at the end of the notice.

1641: Imports of seed potatoes

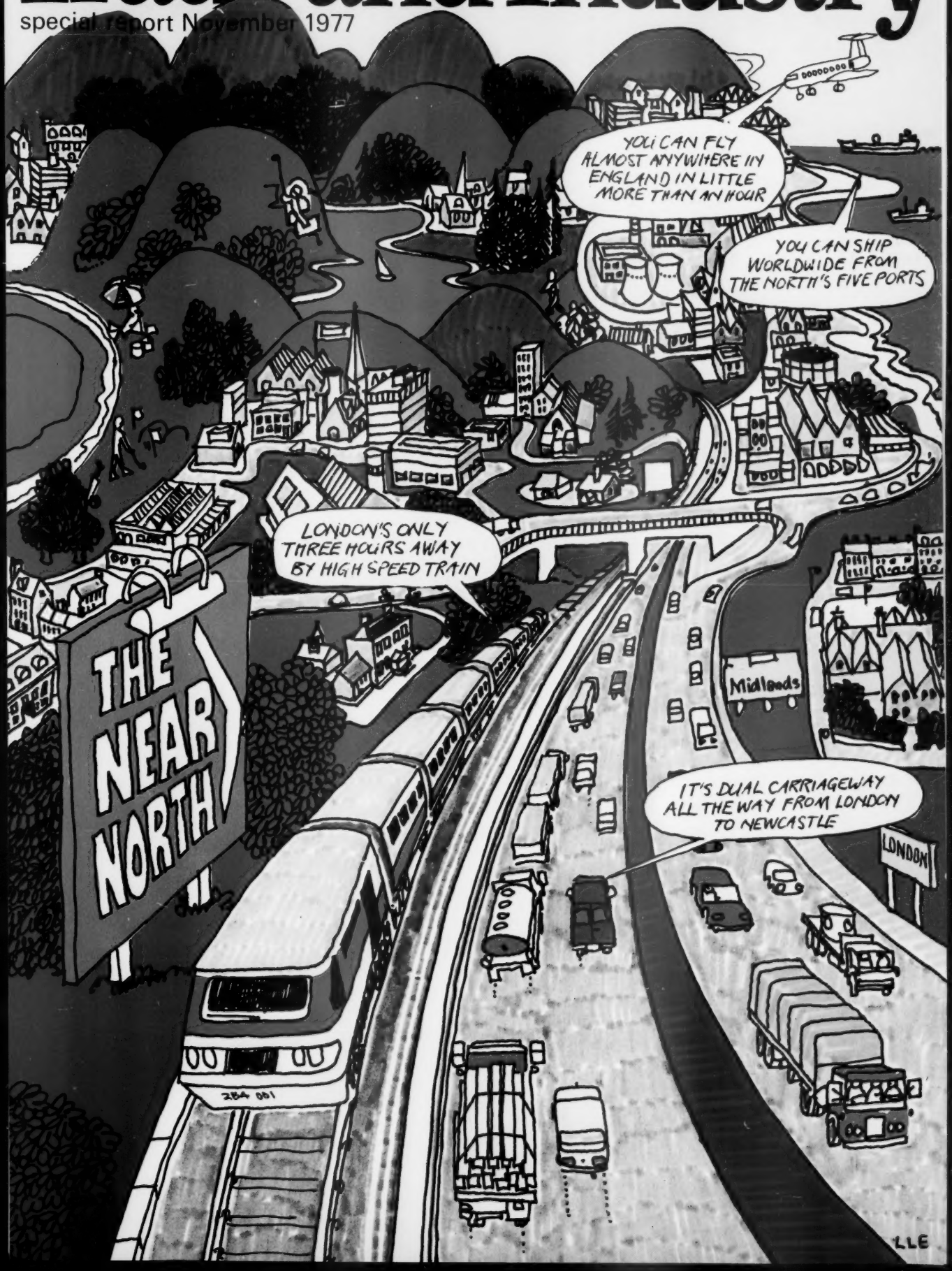
As already announced, the importation of seed potatoes of Netherlands origin for ware production is to be permitted, subject to compliance with stringent plant health regulations.

Accordingly, traders are invited to apply to Import Licensing Branch at the above address for licences to import such potatoes on an individual consignment basis. Full details of the plant health requirements may be obtained from: Plant Health Branch, Minister of Agriculture, Fisheries and Food, Room 170, Great Westminster House, London SW1.

Inquiries: Import Licensing Branch, 01-603 4644 ext. 379.

Trade and Industry

special report November 1977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A clean finish really starts here - at Albright & Wilson in Whitehaven Cumbria

Powder and liquid detergents; shampoos and other toiletries; cleaners; waxes — a complete range of chemicals for cleaning and a host of other industries too — are made in Whitehaven at the Marchon works of Albright & Wilson.

Recent expansion makes Albright & Wilson's Marchon works the largest single-site producer in the world of sodium tripolyphosphate — a basic ingredient for powder detergents. Capital spending over the past 3 years amounts to over £15 million, covering extensions to the sulphuric acid and sodium tripolyphosphate manufacturing facilities, and the construction of a plant to produce purified phosphoric acid by a new process. Growth is continuing at this works, which currently employs over 2000 people.

Exports play an important part in our activities in Whitehaven — over a third of the output from the Marchon works is sold overseas, through a network of associated companies, offices and agents in all five continents of the world.

Albright & Wilson in Whitehaven — a force for British industry.

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1975 The Queen's Award to Industry, awarded to the former Marchon Division of the company.

ENCIRCLE TI 647 ON PAGE 254 FOR FURTHER INFORMATION

The Near North

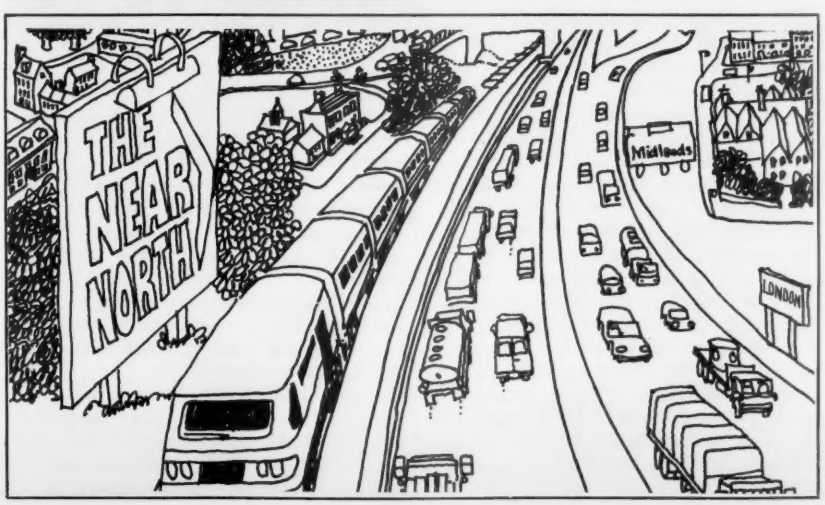
special report

As a frequent visitor to the north of England I can vouch for the truth of the title of this feature – the Near North. Being quickly accessible and with the best internal road system in the country, I find that a great deal of ground can be covered in a day's visit.

By the improvement of communications, services and environment, national and local government have created an attractive and stimulating area in which to live and work. It is also an area noted for the friendliness and hard work of its people. Many new industries have been attracted as a result. The whole region offers businessmen the benefits of a Special Development Area or Development Area and my regional office in Newcastle upon Tyne is always ready to give location and financial advice to any industrialist interested in investigating the advantages of the north of England.

This special report gives an impression of the area but for the full picture I would advise any potential developers to go and see for themselves – it is not far away.

Alan Williams
Minister of State
Department of Industry



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The Near North

It's resilient

by Dick Sutton, northern regional director, Department of Industry

My time in the northern region has redefined for me the meaning of resilience. In tackling the problems of economic reconstruction which have occupied the region over the last 50 years it is a regional trait which has been often called upon and supplied in good measure. In the nineteenth century the north was the base for much of the industrial revolution which spread from Britain across the world. In the 1960s the effects of the decline of those industries on which its nineteenth and early twentieth century prosperity was founded began to be felt in full. Today in the 1970s these and newer problems are still testing the region's ability to adapt and meet fresh challenges. The theme of my article is to demonstrate, in keeping with tradition, how well the region has responded.

Regional identity

But what is the Northern region? It is made up of the five counties of Northumberland, Tyne and Wear, Cumbria, Durham and Cleveland. In those five names are all the variety and ingenuity that has made the north world-famous. In those 5000 square miles live over 3 million people in a region of contrasts; heavy industrial areas, zones of outstanding natural beauty, coastal resorts, petrochemical complexes and new towns. Tyne and Wear with 1.2 million people is the most heavily populated of the five counties and is the only one with metropolitan status. It is a focal point for many of the region's industries such as heavy engineering, shipbuilding and marine engineering, producing products which have made Tyneside and Wearside famous. Newcastle upon Tyne shares with Liverpool the distinction of being the only provincial city with two cathedrals. With its modern and thriving commercial centre it is a shopping magnet for Scandinavia with whom the area has close historical and commercial links. Nearby, the new towns of Killingworth and Washington have helped to attract the new industries which are helping to create a balanced and diversified economy. To the south the county of Cleveland covers the Teesside area, including towns like Middlesbrough, Stockton, Hartlepool and Redcar. In the last 10 years it has seen dramatic development – the continuing large investments in the chemical complexes around the Tees, in the multi-million-pound developments for the British Steel Corporation and in the North Sea oil-related industries. North Sea oil itself comes some 220 miles under the sea to the Phillips petroleum terminal at Hartlepool.

In contrast, in the west of the region, is the county of Cumbria, including the Lake District and urban areas like Carlisle, Whitehaven and Penrith. The second largest of the new English counties, its population is, however, less than half a million, and, therefore its development has particular problems. As a major British tourist area, it nevertheless has considerable industry, including chemicals, shipbuilding and electronics firms.

Between Tyneside and Teesside is the county of Durham. It too has a great mix of agriculture, old industries like mining and an increasing incidence of new high technology firms particularly at the new towns of Aycliffe and Peterlee. The world's railways started here near Darlington, and Durham's university and cathedral are known around the world.

To the north again, is the county of Northumberland. Still richly agricultural it has the new town of Cramlington which has attracted many British and foreign companies. Northumberland has its ancient connections – Holy Island, Bamburgh Castle, the Cheviot Hills, and historic towns like Berwick. But it also has new industry, like the Alcan aluminium smelter, and Cramlington New Town has provided nearly 10 000 new jobs to an area of traditionally high unemployment.

Industry and regional policy

The region is one of vivid contrasts and great resources, both natural and human. Its present problems and its economic history are rooted in, and are the story of, its basic industries of coal, iron and steel, shipbuilding, and marine and heavy engineering – those very processes which underlay the initial economic successes of Tyneside, Wearside and Teeside. The decline of these industries began in the inter-war period, was interrupted by the transient hopes of the 'fifties boom years and then recommenced at a quickening pace in the early 'sixties. Since 1960 the number of employees in collieries has dropped from 130 000 to 36 000. More than 90 pits have closed and today only 32 working collieries remain. In the iron and steel industry employment has fallen by 20 per cent in the same period and there are 25 000 fewer shipyard workers.

The response of government to this scale of job loss was quick and intensive. In Great Britain as a whole, expenditure on the main measures of regional preferential assistance rose from under £10 million per annum in the early 'sixties to about £719 million in 1976-77. The north's share of this cash transfer has remained fairly stable during the period at just under one-third. The best estimates of the effects of employment creation policy is at present there are approximately 70 000 extra jobs in manufacturing industry alone than there would have been in the absence of the measures that have been taken. In addition there has been a substantial growth in the region's services sector. The result has been that the region has maintained a stable, and recently slightly improving, relationship to the national economy, a substantial achievement in the face of the scale of structural decline. If I may quote from the strategic plan for the northern region (a study commissioned by local and central government but carried out by an independent study team), 'the policy of providing new jobs in new industries to replace those lost in the basic industries has been carried out with great success'.

Construction and reconstruction

The details of the achievement are impressive. The last 15 years have seen an unparalleled addition to the region's stock of social capital. In terms of industrial reconstruction perhaps the single most important influence has been the construction, now largely completed, of a major new system of roads providing for the swift communication demands of modern industry and considerably reducing the importance of transport costs in the location decision. This investment has been complemented by the construction of five new towns in the region, each linked to motorways and each a considerable attraction to new industry; this is quite apart from the major developments in the region's existing towns and cities – some of them on a grand scale.

In my own sphere of responsibility, arguably the most effective and in historical terms the most imaginative measure has been the policy of large-scale government factory building on carefully chosen estates managed for the Department of Industry by the English Industrial Estates Corporation. The northern region now has nearly 400 firms occupying Department of Industry factories totalling nearly 26 million sq ft and employing between them about 91 000 workers. Our factories are generally built with room for expansion as we are keen to encourage and are optimistic about in situ growth. The factories are built to standard or special (within limits) designs as required and we also anticipate by building units in advance of known tenants to create a stock capable of meeting a variety of urgent needs. Northern region currently has a stock of 651 000 sq ft of advance factory space available with plans to provide 1.2 million sq ft. A large stock; but on past experience a significant upturn in the national growth rate would quickly stimulate the demand for readily available premises.

However, it is the function of government to supplement the role of the private sector in factory building, not to replace it. The instruments which encourage and reinforce the natural role of private sector firms in their

development and expansion plans are derived from the powers given under the 1972 Industry Act and are wide-ranging. The assistance available is explained elsewhere in this feature by Harold Hill, the department's regional industrial director. It is sufficient for me to say here that we have at our disposal a wide range of measures which have proved effective and are becoming increasingly flexible in meeting the challenge of the northern region's problems. Up to July this year, assistance under the act (excluding shipbuilding but including service industries) has been offered in 677 cases involving a total of £53.5 million and 49 154 additional jobs. In addition to the policy of attracting new industries, of which more below, measures have also been taken to help the region's traditional industries which are particularly affected by the world recession. To help the shipbuilding industry secure much needed orders and thus to alleviate the effects of the recession the government established a shipbuilding intervention fund of £65 million from which some of our yards are now benefiting. The importance of the region's shipbuilding industry has also been recognised by the decision to locate the headquarters of British Shipbuilders Ltd in Tyne and Wear.

The importance of the steel industry to the region has been assured by the construction on Teeside of what will be the largest steel complex in Europe at an investment of well over £1,000 million.

But of the greatest significance for the region's future are the new industries, the increasing incidence of which is proving the region's ability to adjust and adapt. The north can rightly claim to be a centre for industrial expansion most notably in chemicals, petrochemicals, plastic products, pharmaceuticals, modern textiles and a wide range of engineering products. In this, the response of the region's workforce to the problems of adjustment deserves special mention. If I may quote again from the report on the strategic plan for the northern region: 'In general the labour force has adjusted extremely well to the rapid changes in the industrial structure and associated skill requirements'. The adjustment has been aided by the establishment of seven government Skillcentres which retrain about 2500 men a year in more than 40 different occupations. The presence of a labour force with traditional skills and the readiness to acquire new ones has proved a great attraction to the new firms and industries which have come and will come to the region. This applies especially to the many foreign owned companies and subsidiaries which have located here.

Overseas investment

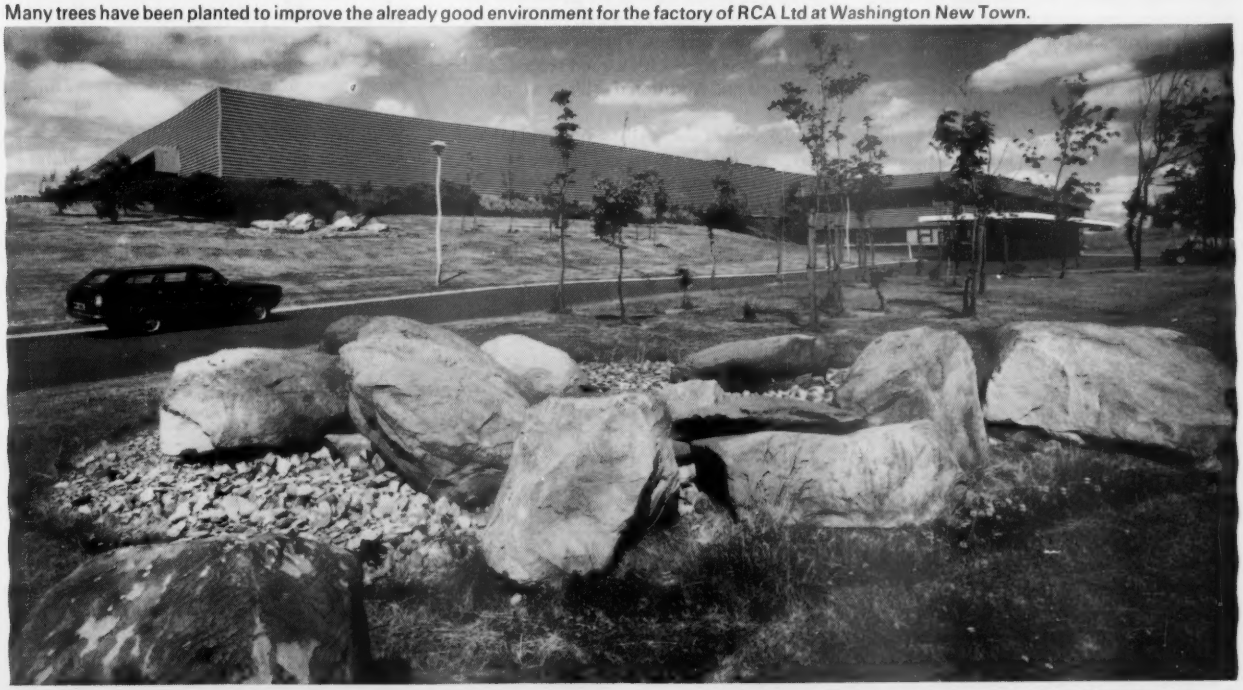
Over 150 manufacturing establishments with overseas parents or associates are now operating successfully in the north with a total employment of almost 50 000 (about two-thirds of these males) representing over 10 per cent of all employees in manufacturing. At present there are 13 countries with investments in manufacturing in the region and they span four continents – north America, western Europe, Australia and south-east Asia (Japan). Many of the companies are household names and include Black and Decker Ltd, Formica Ltd, Tudor Food Products, Ronson Products Ltd, Shulton (GB) Ltd, Philips Electrical Ltd, Flymo Ltd, The Nestle Co Ltd, Alcan (UK) Ltd, Timex Ltd and RCA Ltd.

The heaviest representation comes from America, accounting for over two-thirds of employment in foreign owned companies. As important as the employment they create, these companies also bring with them a high level of technology, working conditions and marketing techniques. It is clear that many of them now regard the northern region as their UK base and indeed their European base, and the factors most mentioned as reasons for locating in the region include the availability and adaptability of the labour force, excellent industrial sites, an attractive environment and a communications system second to none.

The region in the national context

It may be that my account of the northern region's achievement in the face of severe problems has appeared somewhat insular. It has been, is, and will remain true that economic success of the region is inseparably linked with the success of the national economy. In the past three years the process of attracting new industries and thereby more employment for the region has been hampered by the slow and intermittent progress of the national economy. The disappointing performance of the national economy is the reason for the introduction of the national industrial strategy in 1975, the aim of which is to put the country on the path to a high wage, high output, full employment economy by improving the performance and raising the output of manufacturing industry. To this end some 39 key sectors of manufacturing industry, chosen by their importance to the existing and future economic success of the country, are being examined in detail with a view to identifying and therefore overcoming any constraints which inhibit the exploitation of their full potential contribution to improving the strength of the economy. When one considers that over 50 per cent of manufacturing employment in northern region is engaged in these 39 sectors then the region's role and stake in the success of the industrial strategy is brought into sharp relief. While regional policy and the system of preferential incentives will remain an important factor in the industrial regeneration of the northern region for some years to come, the degree of the region's progress will be increasingly judged by its ability to achieve self-sustaining growth and, more than that, by the positive contribution it continues to make to the wealth of the nation. It is my conviction that the traditional resilience of the region will ensure this end.

Many trees have been planted to improve the already good environment for the factory of RCA Ltd at Washington New Town.



The Near North

Image and reality

by John L. Hobbs, director, North of England Development Council

The northern region of England embraces some of the most important industrial centres of Great Britain and much of the nation's most beautiful coast and countryside.

Its past was tempestuous – the Romans halted at the northern boundaries and there built Hadrian's Wall. Viking invaders ravaged the coastal settlements. For centuries it was the scene of border wars. Yet it was from the north of England and the Isle of Lindisfarne that Christianity came to Britain. Here too was the cradle of the industrial revolution, built on coal and steel, that changed the face of the civilised world.

Today a new north of England is rising from the old. The main population centres of Tyne and Wear and Cleveland are thriving. The region's new towns are expanding and bringing into existence new communities and developing new skills alongside the traditional industries on which the early prosperity of the north was founded.

In the field of energy the coalfields of the north employ one in six of Britain's miners; its engineers are a vital workforce providing the know-how and equipment for North Sea oil exploration, the nuclear, electricity generating, mining and gas industries.

Clustered round the River Tees – to which the first pipe-lined oil from the North Sea will flow for years to come – is Europe's biggest petrochemical complex, a massive revenue earner for the region and an export leader for Britain.

Rising now in the south of the region at Redcar is one of the biggest steel plants in the world to serve the British Steel Corporation.

Moreover, the shipyards of the north of England on the east coast remain the heart of Britain's shipbuilding industry, building and equipping more vessels per year than any other region of the country.

There is tremendous economic and industrial strength in the basic industries of the north of England. But this is just part of its story.

On the new industrial estates close to existing population centres and new towns the region is diversifying into high technology and completely new fields of production. Over the years a major textile industry has been established. The major cities have become important office and service centres leavening the former total reliance on primary and manufacturing industry and improving the economic resilience of the region as a whole.

Yet with all the expansion and drive that inspires the north of England today, this is one of the few regions of Britain that can say with confidence that its doors are open to welcome new industrial enterprises and office developments – and new people.

Land and sites are available, communications to the rest of the United Kingdom and the countries of Scandinavia and the common market are excellent. The region has a first-class labour force with a good record of labour relations and traditional skills of a high order.

The people of the north of England are indeed fortunate in the quality of life they can enjoy. Modern housing and improved road systems are the order of the day throughout the region – and there is jealous regard for the beauties of coast and countryside that abound throughout the north.

Areas which have suffered rapid industrialisation in the past find it hard to live down images which are outdated and no longer valid. This is particularly true of the northern region.

Too many people who have rarely in their lives ventured to the north cling to a picture of a region smothered in mountains of colliery spoil, polluted by the smoke and grime of industry and populated by the serfdom that began the industrial revolution.

The truth is that tremendous strides have been taken to restore the country of the northern region and obliterate the scars of mining's early days.

In the counties of Durham and Northumberland the old wastelands have been swept away in the biggest restoration drive ever carried out in the history of the United Kingdom. Industrial dereliction of every kind is being tackled purposefully and effectively. Planning control ensures that there will not be another wave to despoil the countryside.

As a recreation centre the north of England has advantages few other regions can match. There are miles of sandy beaches, dramatic cliff walks and picturesque coastal villages. Vast tracts of open country give a new dimension to life with wild moorlands and hills to climb. At the doorstep is the Lake District in the west of the region – acknowledged to be among the most attractive holiday centres in Britain.

Northumberland, though lesser known, has many of the advantages of the Lakes and fewer visitors to compete for peace and quiet. Durham and Cleveland too have their beauty spots and a refreshing freedom to travel and enjoy the countryside which is today unknown around the congested cities of the United Kingdom.

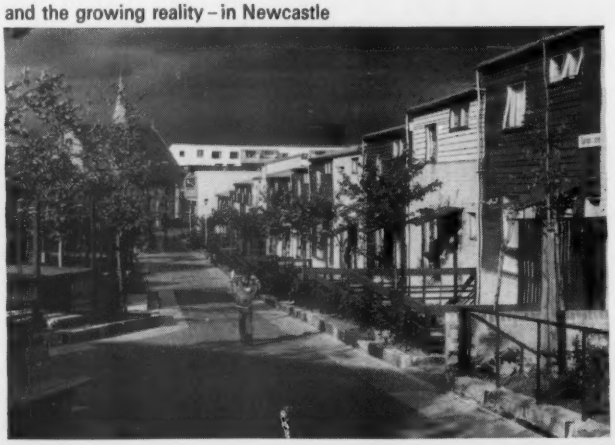
In these days of mounting pressures in industrial and commercial life one of the greatest benefits the north of England can offer is the opportunity to relax and reduce the strain of the everyday routine.

Travel to work times are shorter than in most parts of the country; the coast and country are rarely more than 30 minutes drive away for anyone.

With new towns, open country and an exciting coast to enjoy, the north of England offers a tangible quality of life where a family can find fulfilment at work and at play, and a company can settle with confidence.

The fading image of the industrial north . . .

and the growing reality – in Newcastle



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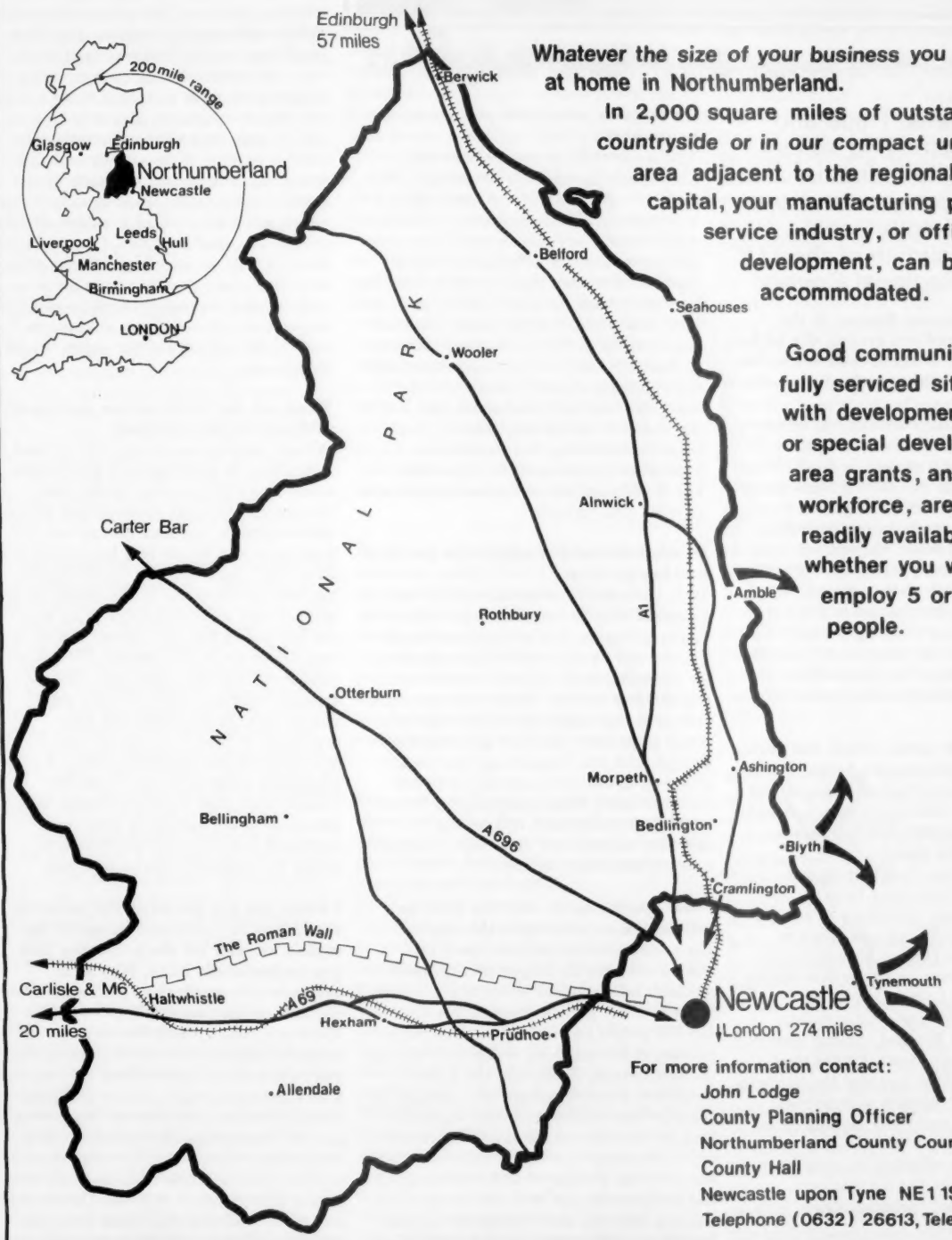

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John Lodge
County Planning Officer
Northumberland County Council
County Hall
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A Member County of the North of England Development Council

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The Near North

Ready for work

Alan Williams, Trade and Industry managing editor, discusses the industrial relations scene in the North of England with George Arnold, chairman of the TUC Northern Regional Council

The unemployment figures in the north of England are among the highest in the country. What do you see as the basic cause for this continuing problem in the region?
For many years the northern region has relied very heavily for employment on the basic heavy industries such as shipbuilding, heavy engineering and steel processing, and because of the worldwide downturn in demand for our products, particularly in shipbuilding and heavy engineering, the effect on the region has possibly been more severe than on any other in the country. I am afraid it is a fact that we in the northern region have the highest rate of unemployment in the country, with about 124 000 people out of work and this of course is why we are so keen to attract new industry.

But some of the areas within the region are Special Development Areas, attracting the maximum rate of government grant. If firms still won't come, despite these quite considerable incentives, what else can be done?
We can do no more than keep up our efforts to encourage firms to come here, set up in business, invest and thus create jobs in the north of England. We cannot afford to relax at all in this respect. Unfortunately, we still seem to have an image that doesn't do us credit, and I would like to see many more people, particularly industrialists from the south of England, coming here to see us on our own ground; I think most would be surprised to find that the northern region is the very opposite of its popular image. We are a very hard working crowd and we have tremendous skills. True, we are suffering from the effects of the run-down of our basic industries, but for that very reason we are a fast changing region, with many new industries.

Are you happy that, with the run-down of the traditional basic industries, the employees will be sufficiently adaptable for the new industries you are trying to attract?
This is one of the features of the workforce which has much to commend it. We are a very parochial crowd and I think it is true to say that the majority, particularly our craftsmen, are able to move from one industry to another without any bother whatsoever because this is precisely what they have been doing all their working lives, and their fathers before them. When there has been a slump in the shipbuilding industry, for instance, our members have moved into ship repairing, the steel industry or the heavy manufacturing industries, and I think our record of interchangeability in this respect is something that should be a tremendous encouragement to investors. The flexible attitude of the workpeople is in my view quite proven.

So what sort of industries are you now seeking to attract?
Well, naturally we want to broaden our industrial base by bringing in the newer, lighter industries, but we must not forget that we still have a tremendous reputation for shipbuilding and repair. A previous shipbuilding industry report concluded that the north-east coast could repair and turn round ships faster than any other port in Europe, and this is something that we are proud of, as indeed we are of our record for other heavy industrial products. So we want to streamline and retain these industries while at the same time bringing new industries into the area.

What special skills can you offer to industrialists looking at the region?
For a start, unfortunately for those concerned, we have the largest pool of readily-available labour in the whole of the country if not in many parts of Europe. We have 124 000 people just waiting for jobs. And because of this problem, we are able to boast the best training facilities in the United Kingdom. The unions here have pressed for years for more Skillcentres and improved facilities at technical training colleges, and we've encouraged private companies to join forces for the purpose of additional training and to share the cost. We have tremendous training facilities, and I would say without hesitation that we can train for any kind of industrial activity that an employer might want to prosper within the northern region. Indeed, we've been challenged in this respect and come out quite successfully. There have been employers who have come to us convinced that we would never be able to produce people with their particular kind of skill, but we have been able to prove them wrong.

But are the trade unions happy to accept Skillcentre-trained people rather than redundant employees direct from other industries?
Oh yes. Over 99 per cent of the work done at the training centres is wholly accepted by the trade unions. I think perhaps you are referring to some of the unions representing skilled workers, who have said that they won't have people from training centres who have not served apprenticeships to do certain work while they have many existing members unemployed. This does happen, but the only reason the unions take this stand is because of the already high level of unemployment in their particular trades. It seems to them rather pointless to train more people when the number available already exceeds the number of jobs. I am confident that it is only the high level of unemployment that makes certain unions insist on craft training and apprenticeships and if the employment situation were to improve, I am sure the attitudes of the unions would change too.

What can the trade unions do to help with actual job creation?
We are working very hard with the local authorities; as you know, the job creation scheme got off to a rather dodgy start because certain trade unionists had strong reservations. At one time the cry was that there were jobs for the lads but not for their dads. But I think it is fair to say that there has been a willingness by the unions to co-operate with local authorities to try to get the best out of the job creation programme and indeed we in the regional TUC have considered how we might help. The job creation scheme is serving a very good purpose here in the north; our only grievance, of course, is that the work created as a result of this particular scheme is only temporary work, for a certain period. Clearly it's a good thing if it makes for the reduction in the number of people unemployed, but our main objective is to secure the creation of permanent jobs.

I know you are particularly proud of the industrial relations image in the region, despite all the problems that you undoubtedly have. Why is it better in the north than perhaps other regions of the country?
There are many reasons for our good industrial relations, but I think one of our main assets is, as I said earlier, that we are a very parochial region, a very parochial crowd. There is a togetherness in working and we're not fragmented as unions and workpeople might be in other regions of the country. And of course I like to think we have a Confederation of Trade Unions here that really works, so that when there are problems affecting more than one trade we are able to come together as trade unionists to discuss the problems and attempt to alleviate them. We have, for instance,

virtually eliminated demarcation in the shipbuilding industry, at one time the main cause of strikes in the region. Now, whenever a demarcation problem rears its head, the union officials are able to come together to discuss the problem and attempt to resolve it. This applies to many of the heavier industries. We are able to deal with problems quickly, and we much prefer to sort out the problems ourselves rather than resort to arbitration processes, or leaving management to take the decisions themselves. I am sure this is why we are so successful in our industrial relations record.

As chairman of the regional TUC, you are a member of the Regional Economic Planning Council. Are you able to express your views, or do you find that at the end of the day there remains a management attitude and a trade union attitude?
No, I think that we are able to contribute a great deal to the work of the economic planning council. Some of us are chairmen of working groups, and this in itself is good. I happen to be chairman of the industry group and as such I am able to lead discussion on wider subjects such as competitiveness in industry, the various obstacles to high production, and even production techniques themselves. I am sure that in the council as a whole the trade union members do play a very important role in advising on the industrial relations aspects, and certainly from our point of view being that little bit closer to management enables us to jointly tackle the problems that we know exist in industry.

Are you satisfied that there is sufficient awareness of the need for exports among firms in the region?
No, not entirely. For too long there have been too many employers here who have been content to derive a comfortable living from local, domestic markets, and have not been prepared to expand into other activities or larger markets. I do not think they are particularly worried about the complexities and the difficulties of moving into Europe or other parts of the world with their particular product – they simply have no desire to grow. And whilst this is a criticism of certain employers, a lot more could be done by government to encourage firms to look overseas for markets for their manufactured goods. Despite Export Year, I don't think enough is being done to create enthusiasm for exporting.

But are you happy that there is sufficient awareness among employees of the necessity to produce high quality goods on time throughout the year?
That is absolutely essential, too. Indeed, adherence to delivery dates is one of the problems which the Northern Economic Planning Council industry working group is examining at present. It is easy to see the problem, but very difficult to discern the reason. Too many people opt for the simple solution that the workers aren't working hard enough. I won't accept that, although I might accept that we are not working effectively enough. But if that is true, then it is not only the fault of the employees, but also the fault of the management. Another problem is that too many British companies are willing to buy plant and equipment from abroad, rather than plan ahead and buy the British product, which is often as good or better but not so readily available because of overseas commitments. There is certainly a problem here that we have to diagnose and try to cure, but I am hopeful that the economic planning council of the CBI and the TUC can get together and sort things out.

What would you say to a firm that feared that by setting up in the north it would be more remote from, say, its European customers than a production unit in the south-east and thus less competitive in export markets?
I think the record proves that they would have nothing to fear. Many companies have come to the north to set up business rather than expand in their own countries, and I can think of several smaller companies – not multi-nationals – that have come here to take advantage of the financial incentives and mainly, in my view, of the skills that are available here. Firms find that they can manufacture and distribute high standard quality goods efficiently here in the north without high costs. And it's not, mind, because we are working for low wages here – despite our unemployment problems, wage rates within the region compare favourably with those throughout the country.

There are a considerable number of overseas, particularly American, companies in the north. Have they assimilated happily into the British trade union structure?
Surprisingly well. Surprising, that is, to people outside the region. Essentially, we are a happy crowd and it does not matter to us what nationalities invest here, so long as conditions are right for all concerned.

One tends to think of regional incentives attracting the larger firms to the regions. Is enough being done to enable the smaller firms within the region to generate new activity?
Small firms are another of our special problems. We attach tremendous importance to the health and survival of our small businesses, because within the northern region we rely very heavily on small businesses for employment. In shipbuilding, for instance, something like 15 000 people are directly employed in the shipyards, but the total number of people employed in the shipbuilding industry in the region is more like 25 000. If we do not look after our small businesses we could have unemployment figures far worse than at present, so we in the trade unions are determined to do everything that we possibly can to sustain the small businesses already here and to attract the new ones because they are the entrepreneurs of the future, and will be the lifeblood of the northern region as far as job creation is concerned.

A great deal of effort is now devoted to the promotion of the region. Is there not perhaps a danger that you might over-emphasise some of the problems, and thus dissuade potential investors?
One of the very real difficulties is the fragmentation of effort. It's a personal view, but I feel that there are now far too many people striving in their different ways to get new industry into the northern region. Too many have an interest only in attracting industry to their particular district. What we want is a stronger body that simply presses for investment right across the north, and has the power to decide where that work should go. If the local authorities, development councils, planning councils, development corporations, government departments and the rest worked with each other as one body to try to bring work here it would be much better than fragmenting the effort as at present. Our big weakness at present is the disparity of employment opportunities within the region; certain districts are very prosperous, while others, such as Sunderland and Blyth, have tremendous problems. I would like to see the effort combined on behalf of the entire northern region under a stronger, regionally more centralised organisation promoting industry in the north.

One tends to think of new industry in industrial terms, but is enough being done to attract new office employment?
On the office front we have been fortunate in attracting a fair number of decentralised government offices, and the offices of the nationalised shipbuilding industry corporation are to be located here. One or two London companies have set up offices here, but we would of course like to see more work of this nature coming into the region. There is plenty of demand for office work within the region, and office buildings which compare very favourably in both cost and facilities to those offered in other cities.

Finally, what do you see as the key to success in the region, the problems that have to be overcome?
I don't think there is any one single problem – we have to succeed on a wide front. We have made tremendous strides in recent years in acquiring additional skills, flexibility and interchangeability in our industries, and I would like to see this potential given a fair chance in world markets.
We have got to ensure the success of large and small businesses alike, for both are extremely important. I must admit that I would like to see more head offices coming to the region – we want the trees as well as the branches – and I would certainly like to see more research and development activities in the region. I would also like to see a really large unit, like a motor car manufacturing plant, coming to the region. We would like to have the opportunity of this kind of work; with our industrial relations record and skills I suspect we might make quite an impact on that line of business!

The Near North

Help for the small firm

Your SFIC

by Bob Anderson, manager, northern region Small Firms Information Centre

The government's recently-announced small firms aid study is of special relevance to the north – because small companies play such a large part in the region's economy.

The Small Firms Information Centre for the north, based in Newcastle upon Tyne, was the first in the country (there are now 10) and was opened in July 1973. In the four years the centre has been going in the north some 25 000 businessmen have sought information on 40 000 specific points.

What is a small firm? Our guidelines are:

A manufacturing concern with 200 employees or less.
Retailers with turnover of £50,000 or less.
Wholesalers with turnover of £100,000 or less.
Construction firms with 25 employees or less.

In the north there are 80 000 firms falling in this category. When you consider this is 30 per cent of the total labour force and that small firms are providing 25 per cent of the gross national product it is easy to see how vital small firms' prosperity is to the industrial and economic well-being of the region. But by their very nature, many of the businesses have limited facilities and resources and they face special problems. This is where the SFIC comes in. It can provide a signposting service covering a wide range of problems – on financial, management, and technical topics as well as information on government legislation from 2000 local and 6000 national reference points.

Most inquiries come from the service industry and the largest number are made by management-level staff. As the first centre in the country, Newcastle's has the longest experience in the field and later this month (November) the northern region SFIC will be involved in the national launching of a scheme which was first tested in the north in 1975.

A small firms counselling service began in the Newcastle SFIC two years ago on a voluntary basis. It offers businessmen the chance to discuss problems with other businessmen experienced in a particular field. Up to now the service in the north has been supported by 25 voluntary counsellors. Later this month it will be replaced by a more formal counselling service based on a pilot scheme operated during the last 12 months in the south west. The centre also takes an interest in the aims of Enterprise North a voluntary organisation seeking to encourage entrepreneurial activity in the region. Further information on this role is provided in the following article by Herbert Loebl, the organisation's founder.

Enterprise North

by Herbert Loebl

It is now widely accepted that an increase in the number of new manufacturing and service companies is desirable in this country. While such businesses are being formed all the time, the rate of formation is inadequate both in relation to the needs of the economy and the opportunities of the market place. For historical reasons, this is particularly so in the north, where there are 40 per cent fewer small firms than in the country as a whole.

New technology, new materials and processes, changes in the way we live and higher standards in old and new countries alike continuously create new openings and demands, but enterprising people are needed to exploit these opportunities.

Those naturally disposed to new enterprise, however, are few in any community. In Britain, and particularly in the north, they are too few at present to create the necessary growth.

The born entrepreneur needs no stimulus and little advice from anybody, voluntary or official. He succeeds, often against all odds. There are others who have the ideas, the skill and the tenacity required but who need encouragement and help.

Enterprise North was formed to assist these people. New Enterprise Panels, manned by volunteer businessmen, technical, financial and marketing experts, have been set up in seven places in the north. The panels are available to consider ideas or proposals for new manufacturing or service ventures, to examine them in every detail and to suggest improvements or changes in approach. They try to find ways to have prototypes built, they assist in licence arrangements and pinpoint sources of capital. Endorsement of a proposal by a New Enterprise Panel sometimes helps with the raising of the money. Once a new venture has started up, members of panels are available for continuing advice if the new venturer so desires. Enterprise North closes its files when a new firm reaches a position of positive cash flow.

The New Enterprise Panels are supported by a centre which provides the minimum of essential services. The centre, at the Durham University Business School, is now financed by the government. Panel chairmen meet about twice a year, but panels work independently.

A number of manufacturing and service ventures have already started up after assistance from New Enterprise Panels of Enterprise North. The case of Mr E. A. Judd (Penshaw Engineering Ltd) is not untypical: He was works manager of an American company which closed down its north-east operation. He was offered a job with the company in the United States or, alternatively, to buy part of the plant at a favourable price. He consulted the County Durham New Enterprise Panel a number of times and not only received carefully considered advice but carried out its recommendation on a number of crucial matters, so that he was able to make a successful start.

E. A. Judd of Penshaw Engineering – helped to a good start by Enterprise North.

Apart from dealing with potential new venturers, Enterprise North has become active in two areas. Firstly, it does all it can – bearing in mind that it has no funds – to publicise the need for more local enterprise. Secondly, it draws the attention of the authorities to the obstacles in the way of new ventures. The difficulty of finding green-field venture capital on terms which encourage new enterprise is perhaps the most serious problem. Enterprise North is not restricting its help to people from within the region. Attempts are being made to attract potential entrepreneurs from outside. Official bodies, like the North of England Development Council and the Department of Industry itself, are concerned with bringing into the region established firms likely to provide substantial employment, or with the formation of major ventures in the region. They do not have the facilities to deal with the problem of assisting the start of many new small firms. This is clearly a task for voluntary effort, and is increasingly seen to be so in other parts of the country where the growth of new ventures is being encouraged.

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The Near North

Tyne and Wear

Three years' enterprise and innovation

by J. J. Gardner, chief executive, Tyne and Wear County Council

The Metropolitan County of Tyne and Wear, with a population of 1¼ million in tightly packed urban communities lying along the two major rivers which provide its name, occupies a dominant place on the north-east coast of England.

Created by the local government re-organisation of 1974, it inherited the major problems of a decline in the region's traditional industrial base of coal mining, shipbuilding and heavy engineering, together with the resultant high level of unemployment.

If it did nothing else, reorganisation gave to local government the opportunity of re-assessing its priorities and redirecting resources within a new structure composed of larger and much more powerful units. It set up an economic development committee with the specific aims of promoting the county and the region within the framework of existing organisations, ensuring provision of land and services to encourage economic expansion and creation of employment opportunities, and communicating with central government on the operation of regional policies and on changes in those policies to meet changing needs.

Economic development

Having accepted the need to give priority to economic development, the council conducted an examination of the powers already available to it for promotion of industry and commerce, and set about the formulation of the statutory powers which would be necessary to undertake vigorous and effective expansion of commerce and industry in the county. The result was the joint promotion with the five metropolitan districts of the Tyne and Wear Bill to give the local authorities powers to offer the widest range of industrial incentives available from any local authority in England and Wales.

These included powers to give loans for plant and machinery, grants towards interest relief, rents and removal costs for manufacturing industry. The act also empowers the county council to establish industrial improvement areas, an original idea conceived and developed within the county council. The designation of IIAs gives the council an opportunity to improve the amenities and buildings within established industrial areas. The Pelaw industrial improvement area on the riverside in Gateshead was declared open by Ernest Armstrong, Minister of State at the Department of the Environment, in August. Mr Armstrong urged other authorities 'to adopt the same positive and encouraging attitude towards industry that Tyne and Wear have chosen'. Proposals for work on a second IIA at Bonners Field in Sunderland are also at an advanced stage and others are proposed for North Shields and Dunston.

Using related powers under the Tyne and Wear Act allowing work on the reclamation of land, clearing of industrial dereliction and improving access to sites, the county has been able to undertake a programme of factory building in co-operation with the district councils.

Factory programme

The factory building programme has been specifically aimed at the smaller business, ranging from firms seeking mini-factory accommodation in the 1000 sq ft range, to larger nursery factories, the object being to complement the provision of larger advance factories by the English Industrial Estates Corporation. To date nearly 40 factory units have been let to small firms with the potential for the creation of almost 500 jobs.

The incentives available under the Tyne and Wear Act are equally accessible to large and small firms either from within or outside the region.

Tyne and Wear lies wholly within a government designated Special Development Area and receives the highest level of incentives for industry that are available in England and Wales, and these are supplemented by incentives from the county council. However, the county council has also been active in the seeking of assistance from the European Economic Community and it may be a reflection of the county council's success that in the years 1975 to 1976 the north received the highest level of grant of any UK region outside Scotland and Northern Ireland from the EEC Regional Development Fund. In June 1977 a total of 17 local authority schemes in the county had received approval from the Regional Development Fund and a further 15 schemes were under consideration.

From its inception the county council has worked closely with other organisations active in the field of industrial promotion, and is the main contributor, other than central government, to the budget of the North of England Development Council, which promotes the industrial opportunities available to firms interested in moving to the northern region. The county, through its membership of the North Regional Planning Committee which represents local authorities in the northern region, has actively supported the work of the northern region strategy team in the production of its report 'Strategy for the North', and the compilation of material on the social and economic future of the region.

The county council realised early in its existence that it would not be possible to promote economic development in isolation from other key factors. One of the major needs was the provision of a good communications network at local, national and international level. To this end, the council has been actively involved in the retention and expansion of existing services, partly through subsidies as in the case of local British Rail services, partly through major investment in new capital projects, and partly through promotion of existing services.

Metro rapid transit

The major project in which the county council is currently involved is the £160 million (November 1975 prices) Metro rapid transit system which will form the backbone of an integrated transport system in Tyneside and has the potential for expansion to serve all the urban centres of the county. This system will become operational in stages during the years 1979-81. At peak periods Metro will carry 20 000 passengers an hour in each direction and will provide mobility for work and leisure. In addition, it will provide a unique chance to revitalise certain inner areas of Tyneside by giving additional opportunities for mixed developments of industry, commerce and housing.

The council has encouraged the expansion of domestic and international air services from Newcastle airport and is the major contributor to the operational costs of the airport. The success here can be measured in terms of the significant increase in numbers of passengers using the airport each year.

Overseas ties

Further, to strengthen the county's ties with overseas countries, the council has funded promotion of the North Sea Ferry Services from the River Tyne. Co-operation with DFDS and Olsen-Bergen Lines has produced a rapid growth in the numbers of visitors to the county from Scandinavian countries, and has encouraged the setting up of additional sailings and routes. Erik Heirung, managing director of DFDS Ltd, said in August that his company was increasing sailings on services into the Tyne and that Tyne and Wear County Council 'was the only local government authority anywhere which has a policy of investing in the major port in its area to attract foreign passenger and cargo services'.

The expansion of shipping activity has encouraged the county council to make a loan of £1 million to the Port of Tyne Authority as part contribution towards the provision of a second roll-on/roll-off berth at North Shields to cater for the expanding trade.

Nevertheless, Tyne and Wear, like the rest of the north east, is encountering strong

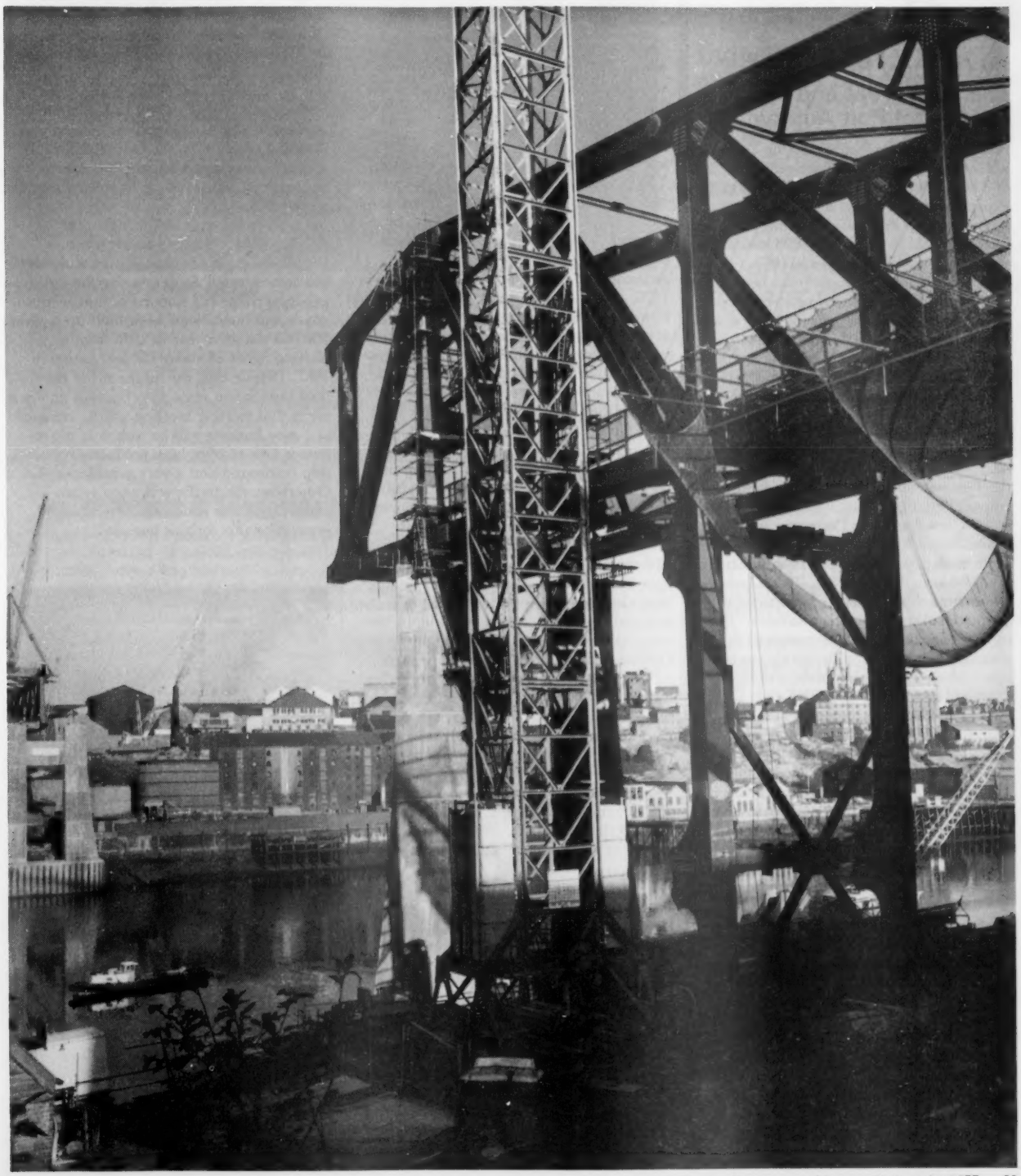
competition in recruiting firms to the area, particularly from the development agencies for Scotland and Wales. The county council has called repeatedly and loudly for equal rights to decide its own investment and development priorities, and to enable it to compete for a reasonable share of resources from central government and the EEC.

All these measures illustrate that Tyne and Wear County Council has since its inception attempted, with some success, to meet local problems with appropriate and in some cases innovatory solutions. The recent government white paper 'Policy for the Inner Cities' has in great measure adopted the provisions of the Tyne and Wear Act with regard to the role of local authorities in stimulating industry in the inner city areas.

Specifically, the government proposes to extend to all local authorities the powers secured by the county council through the promotion of the Tyne and Wear Act 1976, to make loans to firms for land purchase and erection or improvement of buildings, to designate industrial improvement areas, to provide an initial rent-free period in the letting of factories, and to give assistance to meet high costs of site preparation in inner area locations. At present Tyne and Wear County Council holds the initiative in being able to provide these incentives now, and it is hard to believe that the present hard-won advantages will be easily surrendered.

New conditions and problems demand new solutions and the new authority will maintain its unceasing efforts – hopefully with the co-operation of industry, commerce, public bodies and private individuals – to restore some balance to the region's way of life.

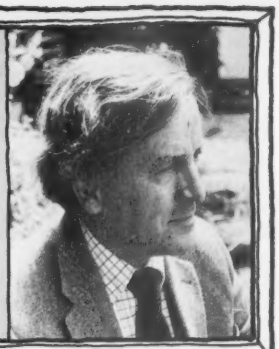
Work is well ahead on the new low-level bridge across the Tyne between Newcastle and Gateshead for Tyneside's Metro rapid transit system. The contractors are Cleveland Bridge.



The Near North

Teesport

and the chemical industry



by Geoffrey Robinson, chairman, Tees and Hartlepool Port Authority

Since 1967 the port facilities on the Tees and at Hartlepool have been managed by the Tees and Hartlepool Port Authority. The port has expanded rapidly and now has the third largest tonnage in Britain, handling more than 31 million tonnes of cargo in 1976, compared with about 12 million tonnes in 1967.

Much of this dramatic growth has been due to developments in the oil and petro-chemical industries on Teesside. Since the last war the port authority has reclaimed almost 810 ha (2000 acres) of tidal mudflats on the north and south banks of the Tees estuary, which are now the site of oil and chemical processing plant.

Post-war development

The first major post-war development in this field was an oil refinery on the north bank of the Tees commissioned in 1966 by Phillips-Imperial Petroleum Ltd, a subsidiary of ICI and Phillips Petroleum Company. At about the same time Shell also built a refinery on the south bank of the river which now refines crude oil from the North Sea. This is brought ashore from the Auk field in two specially adapted tankers. Both refineries have capacities of about 5 million tonnes a year although they are currently working at rather lower rates of throughput because of the depressed oil market.

On a reclaimed site adjoining the Phillips-Imperial refinery, ICI has built one of Europe's largest aromatics plants at its North Tees Works. The combined refinery and aromatics complex on the north bank is a major river user. The installations are served by four private oil and chemical jetties which handle about 4½ million tonnes of cargo each year.

Since 1967 the port authority has been engaged in reclaiming a site at Seal Sands of 400 ha (1000 acres). As the land has been progressively reclaimed it has been sold to companies in the petro-chemical field. They include Monsanto (who produce acrylonitrile), W. R. Grace (sodium cyanide) and Rohm and Haas (UK) (methyl methacrylate and acrylate monomers). There are also two tank storage companies, one of which handles liquid molten sulphur imports from France. Most of the installations have private jetties, some handling up to 600 000 tonnes a year.

North Sea oil is now making a major impact on the port. A 350 km (220 mile) pipeline brings oil to Teesside from the Ekofisk field which is being exploited by Norsea Pipeline Ltd (a joint subsidiary of the Phillips Norway Group and Statoil). Eleven million tonnes of oil a year are exported from the Tees through a new inset dock dredged out of Seal Sands. This is equipped with four gas jetties and two oil jetties, and there are also two riverside oil jetties. Ships of up to 150 000 dwt can be handled. A £300 million crude oil stabilisation plant is being constructed on adjacent reclaimed land. This should be completed in 1978, and oil exports should then rise to about 30 million tonnes a year.

It is not easy to identify any single factor which has been responsible for attracting so much port-orientated chemical and petro-chemical activity to Teesside since the last war but the availability of port access and large flat sites produced through land reclamation have been important elements in influencing location decisions. Equally important has been the presence of an existing chemical complex which offers good opportunities for new developers to both obtain materials and dispose of their own products.

Although the most spectacular projects may have been in the petro-chemical field, there have also been extensive developments in the iron and steel trade. A terminal built by the authority at Redcar is used by the British Steel Corporation for importing more than six million tonnes of ore a year in ships carrying up to 150 000 tonnes each. A steel export terminal was completed recently at Tees Dock. Both terminals serve steelworks in all parts of the country but their primary role will be to support the new Redcar Steel Complex which is being built by BSC at a cost of over £2,000 million. There are plans for the construction of a second steel export terminal and for an extension of the Redcar Ore Terminal when required.

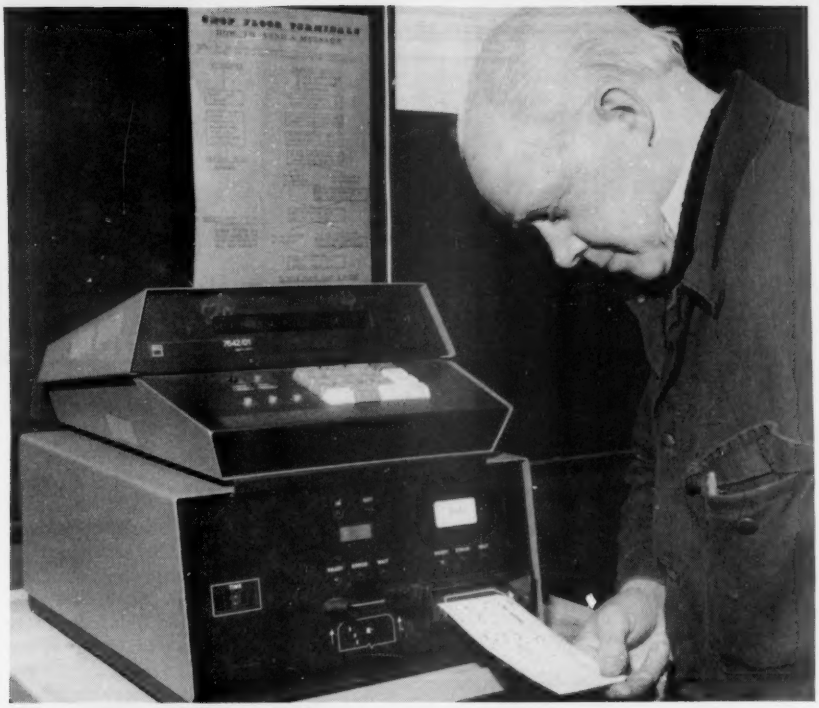
Cargo facilities

Extensive general cargo facilities are also operated by the Tees and Hartlepool Port Authority at Middlesbrough Dock, Tees Dock and Hartlepool Docks. There are eight general cargo berths at Middlesbrough Dock and a further five at Tees Dock. The latter include two new berths on no. 2 quay which are used as a terminal by the UK/West African Lines service. There are also regular services from the Tees to the Middle East, Far East, South Africa and India. Other facilities at Tees Dock include a container terminal, a roll-on/roll-off terminal and a bulk cargo terminal. The container terminal is leased to Bell Lines who operate a daily service to Europe through a similar terminal at Rozenburg near Rotterdam. The roll-on/roll-off terminal is operated by the port authority and is used to handle car imports from Japan and freight traffic to Scandinavia. The bulk cargo terminal, which is leased to Cleveland Potash, is designed to export up to 1 million tonnes a year of potash from a mine on the North Yorkshire moors. The terminal is also used to import phosphate rock for use at ICI's Billingham works.

There is still considerable scope for further development of the port, particularly for bulk carriers since seismic surveys have shown that the Tees channel could be deepened to take ships carrying over 300 000 tonnes.

At Hartlepool the position has been more difficult. The docks there follow the normal pattern of many nineteenth century dock systems and largely consist of impounded facilities which are located in the centre of an urban area. The lock entrances and the geology of the approach channel restrict the size of ships which can be handled whilst the surrounding housing imposes constraints on the type of port-orientated industrial development which can be attracted.

Within these limitations the port authority has concentrated on developing the forestry products trade and imports of timber, pulp, paper and board have been built up to over 500 000 tonnes a year in 1976 from a starting figure of about 200 000 tonnes in 1967. Despite this, the future of the Hartlepool installation remains precarious and it is likely that existing business will be retained and new business will be won only if the port is able to offer high productivity, quick ship turnround and a very reliable service. Otherwise, the traffic will go to other competing ports which are better placed, geographically, for this business.



Computers at Newcastle . . .

Vickers has introduced advanced computer technology to speed the flow of information from shop floor to management at Scotswood Works, Newcastle – an industrial terminal system from International Computers Ltd. Scotwood's 700-strong workforce is engaged in operations including the manufacture of container and crawler cranes, plant for steelworks, construction equipment and power presses for the car industry. The new system is designed to satisfy management requirements for accurate information which relates to the immediate situation. 'This improvement in the information system should assist us to increase manufacturing efficiency and thereby overall performance', comments George Arkless, Vickers' systems and quality control manager at Scotswood. Picture shows coppersmith John Jenkinson inserting his data card into one of the shopfloor terminals.

. . . and catheters at Sunderland

One of Britain's leading makers of sterile disposable equipment for the medical profession – C. R. Baird International Ltd – is located at Pennywell industrial estate, Sunderland. The picture on the opposite page shows a length of high-quality latex tubing – used in the making of catheters – coming under the critical eye of a production operator in the quality control department. The picture below shows the assembly of intravenous catheters under conditions of strict cleanliness.

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Near North

The Near North

Bricks and mortar

Brian Butler talks to Sir Horace Heyman, retiring chairman of the English Industrial Estates Corporation

It is no coincidence that the headquarters of the English Industrial Estates Corporation is at Team Valley, Gateshead. The Team Valley Estate was the first in England set up by the government in the depressed 1930s. And it is true to say that the lion's share of EIEC factories have been built in the north. But as Sir Horace points out – 'We are a strong and visible instrument of regional policy throughout all the assisted areas of England – from Berwick right down to Penzance. At the end of the day we have bricks and mortar, tangible assets for all to see. That means some 33 million square feet of factory accommodation throughout England, with 26 million square feet in the north.'

On the impact of EIEC development in the north, Sir Horace said: 'In the last 10 years employment in industries such as mining and quarrying, metal manufacturing, chemicals, shipbuilding and marine engineering has declined by over 100 000 but, significantly, manufacturing industry has kept employment levels steady at some 450 000 jobs. People are too often inclined to speak about the failure of regional policy but here, in the north, we have actually gone against the trend because, nationally, workers in manufacturing industries have dropped from 8.5 million to 7.5 million. This reverse trend in the north would not have been possible but for the positive policy of government.

'Of the 450 000 people in the manufacturing industries here in the north, almost one in five work in government factories. This surely counters some of the criticism that empty government factories may be just monuments of good intent whereas they are, of course, a real testimony of confidence in the industrial future of the region, and indeed the country as a whole.'

Chairman of EIEC for the last seven years, Sir Horace sees three main objectives for the corporation:

1 When the Department of Industry decides where it wants industrial estate development, EIEC undertakes site investigations and feasibility studies to establish well-planned and economical layouts, and provides the necessary infrastructure such as roads and drains – carried out in close consultation with the relevant local and public authorities.

2 The building of factories in advance of demand as decided upon by the Department of Industry. EIEC can point with some pride to the fact that industry in general considers that it is building good quality economical factories acceptable to a wide range of industries. It has, of course, got 40 years' experience to fall back upon. The success rate for occupation of factories is impressive when taking into account the fact that the units are built before the specific business of the future tenant is known.

Future expansion is built into the system: the Department of Industry's policy is to allow for expansion of factories built by EIEC and on average nearly all tenants have doubled in size during their time on the various estates, that is some 20 million square feet of extensions over the years.

3 Being a good landlord in the widest sense of the word. EIEC's regional managers can often help to solve all sorts of company problems and, in fact, the corporation can act as a signpost to government departments, agencies, banks and suppliers.

How big is EIEC? It has 160 estates and sites throughout the assisted areas in England and, including factories in the pipeline, there are 1600 units. The building rate is about 1 million sq ft a year but it is significant that of the 7.7 million sq ft built in England since 1970, 5.5 million sq ft have been in the northern region – still the corporation's biggest customer.

How carefully are EIEC tenants chosen by the Department of Industry? Out of over 500 tenants in England last year only five got into trading difficulties, which shows the great care taken in selecting clients. Sir Horace knows that from the other side of the fence because he has been a corporation tenant himself.

At the moment EIEC has 115 factory units available, including previously occupied premises, 55 of them in the north. Some 109 units are being built, 34 of them in the north. And 269 are being planned, 178 for the north. With all this activity does Sir Horace have confidence in the future?

'I don't believe that anyone who comes along with a marketable product will find it difficult to get all the support he needs. The region has a unique tradition of tremendous engineering skills, its workers are adaptable, and we have first-class educational establishments at all levels.'

Sightseeing in Cumbria can be very rewarding for businessmen.

Industrial Cumbria offers all the material benefits to the businessman seeking to move: maximum Government grants, land and ready-built factories at realistic rents (with, in Government factories, a possible 5-year rent-free period), 100% first year tax allowance on new machinery and plant, removal grants (up to 80%), training schemes for workers, and help with removal expenses for transferred workers. In addition, the County Council can provide 20 year loans at favourable interest rates.

The County provides an excellent power supply and most of the area now has natural gas. Water in Cumbria is amongst the least expensive in Britain and supplies are of first-rate quality.

In short, Industrial Cumbria offers financial and physical means to ensure the smooth transfer of your business from where you are to where your future prosperity lies.

And what of the spectacular beauty of the Cumbrian countryside, with its unlimited free supply of clean air, always within minutes of office, factory, and home?

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Come and see for yourself.

Get your secretary to write to the address below, or ring Geoffrey Burrows on 022823456, for the latest information on what Cumbria can offer your company in terms of land, buildings, rent, rates, grants, social and leisure amenities, outdoor life, and all the other things that add up to civilised living.

Geoffrey Burrows, Industrial Development Officer, Cumbria County Council, The Courts, Carlisle, Cumbria, CA3 8LZ.

Cumbria

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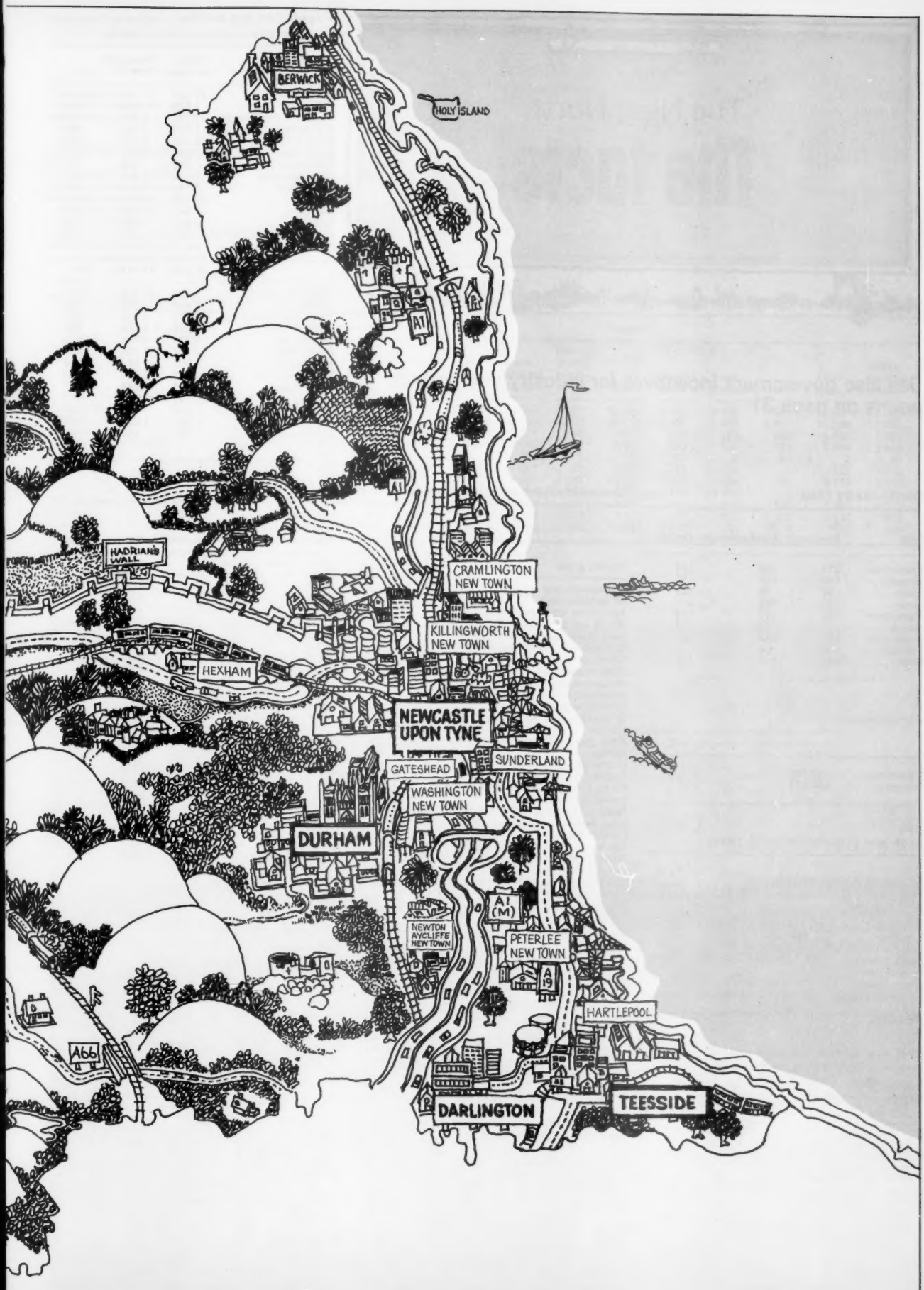
The Near North

At a glance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HEXHAM
NEWCASTLE UPON TYNE
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SUNDERLAND
WASHINGTON NEW TOWN
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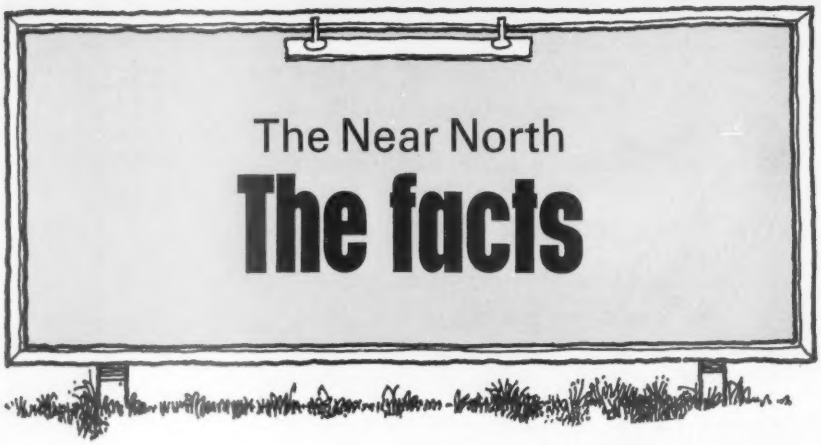
PETERLEE NEW TOWN
A19
HARTLEPOOL
A66
DARLINGTON
TEESSIDE



See also government incentives for industry and contact points on page 31

Population age profile

Home residential population, 1975 provisional

	Males all ages	Thousands 15 to 64	65+
United Kingdom	27 232	17 482	3 034
North	**1 529**	**986**	**164**
Yorks and Humberside	2 386	1 530	266
East Midlands	1 839	1 182	201
South East	8 201	5 331	928
South West	2 046	1 283	286
East Anglia	880	558	111
West Midlands	2 564	1 671	247
North West	3 182	2 036	340
England	22 626	14 577	2 546
Wales	1 342	858	158
Scotland	2 504	1 585	262
Northern Ireland	760	462	68

	Females all ages	Thousands 15 to 64	65+
United Kingdom	28 730	17 575	4 794
North	**1 598**	**983**	**255**
Yorks and Humberside	2 508	1 524	421
East Midlands	1 889	1 159	300
South East	8 736	5 404	1 500
South West	2 187	1 308	427
East Anglia	901	547	158
West Midlands	2 614	1 620	382
North West	3 395	2 055	576
England	23 828	14 599	4 017
Wales	1 423	867	246
Scotland	2 702	1 651	428
Northern Ireland	777	460	102

Distances by road

Miles

From	To Newcastle	To Middlesbrough	To Carlisle
Birmingham	214	184	197
Glasgow	149	186	95
Leeds	95	66	122
London	280	252	307
Manchester	144	117	118
Newcastle	—	38	58
Nottingham	162	132	187
Sheffield	136	106	161
Bristol	302	273	275

Air transport

Newcastle/Teesside airports scheduled service terminal passengers 1976

International	352 160
Domestic	500 807

Area and population (mid-1975)

	Area (acres)	Population	No of persons per acre
Cleveland	144 088	565 400	3.92
Cumbria	1 682 431	473 800	0.28
Durham	601 939	607 600	1.01
Northumberland	1 243 692	286 700	0.23
Tyne and Wear Metropolitan	133 459	1 192 600	8.94
Northern region	**3 805 609**	**3 126 100**	**0 82**

Skilled engineering workers – unemployment and vacancies, September 1977

Area	Unemployed	Vacancies
Tyneside	1 033	109
South-east Northumberland	112	27
Rural Northumberland	21	3
Wearside and north-east Durham	583	72
Darlington and south-west Durham	154	100
Durham City and east Durham	86	36
North-west Durham	70	15
Teesside	791	409
Cumbria	245	258
Northern region	**3 095**	**1 029**

Unemployment in September 1977 – Northern region

Industry group	No. of males and females in region ('000) 1975	1974	Region's 1975 percentage share of UK employment in group	Average weekly earning manual men October 1975
All industries and services	1 266	1 245	5.7	61.4
All manufacturing	454.1	467.1	6.2	63.3
Agriculture, forestry and fishing	16.8	17.4	4.3	—
Mining and quarrying (ex-coal mining)	50.1	51.9	14.3	60.7
Food, drink and tobacco	33.2	34.3	4.7	58.2
Coal and petroleum products	2.6	2.6	6.6	70.0
Chemicals and allied industries	50.4	50.9	11.8	68.4
Metal manufacture	49.2	48.9	9.8	66.0
Mechanical engineering	66.7	65.2	7.0	62.4
Instrument engineering	5.0	5.3	3.2	53.8
Electrical engineering	50.6	56.0	6.6	58.3
Shipbuilding and marine engineering	47.5	48.3	27.3	72.3
Vehicles	11.5	12.4	1.5	55.6
Metal goods not elsewhere specified	14.9	15.7	2.7	60.3
Textiles	23.2	26.2	4.7	56.4
Leather goods and fur	1.8	2.1	4.4	48.2
Clothing and footwear	33.3	33.9	8.7	51.4
Bricks, pottery, glass and cement	14.4	15.4	5.3	60.2
Timber, furniture	12.3	12.7	4.8	54.7
Paper, printing and publishing	23.0	21.8	4.1	65.6
Other manufacturing industries	14.4	15.5	4.5	58.4
Construction	95.8	96.3	7.5	59.2
Gas, electricity, water	20.1	19.8	5.9	60.0
Transport and communications	68.1	66.0	4.6	62.8
Distribution trades	143.5	141.2	5.3	—
Insurance, finance and business services	30.9	31.3	2.8	—
Professional and scientific	178.7	162.8	5.2	—
Miscellaneous	115.9	109.5	5.4	47.3
Public administration and defence	91.5	82.1	5.7	46.6

Employment structure and earnings 1974/75 – Northern region

Area	Employees total (including unemployed)	Unemployed Males	Females	Total	Total percentage rate
Tyneside	419 802	28 272	11 877	40 149	9.6
Wearside	122 942	11 271	5 389	16 660	13.6
Teesside	221 051	13 112	6 398	19 510	8.8
South-west Durham	48 617	2 825	1 572	4 397	9.0
Darlington area	65 211	2 704	1 670	4 374	6.7
South-east Northumberland	62 240	4 100	1 826	5 926	9.5
Rural Northumberland	28 395	1 303	628	1 931	6.8
Chester-le-Street group	38 421	2 868	1 252	4 120	10.7
North-west Durham	31 183	2 306	1 119	3 425	11.0
South-east Durham	24 867	1 820	1 066	2 886	11.6
Durham	38 420	1 736	921	2 657	6.9
Hartlepool	43 886	3 160	1 604	4 764	10.9
Whitehaven area	25 140	1 473	796	2 269	9.0
Workington area	30 775	1 599	1 074	2 673	8.7
Kendal area	22 588	729	286	1 015	4.5
Carlisle	50 048	2 187	1 140	3 327	6.7
Keswick	2 787	124	41	165	5.9
Millom	3 062	203	221	424	13.9
Penrith	12 779	358	215	573	4.5
Northern region	**1 292 000**	**82 150**	**39 095**	**121 245**	**9.4**

Regional profile

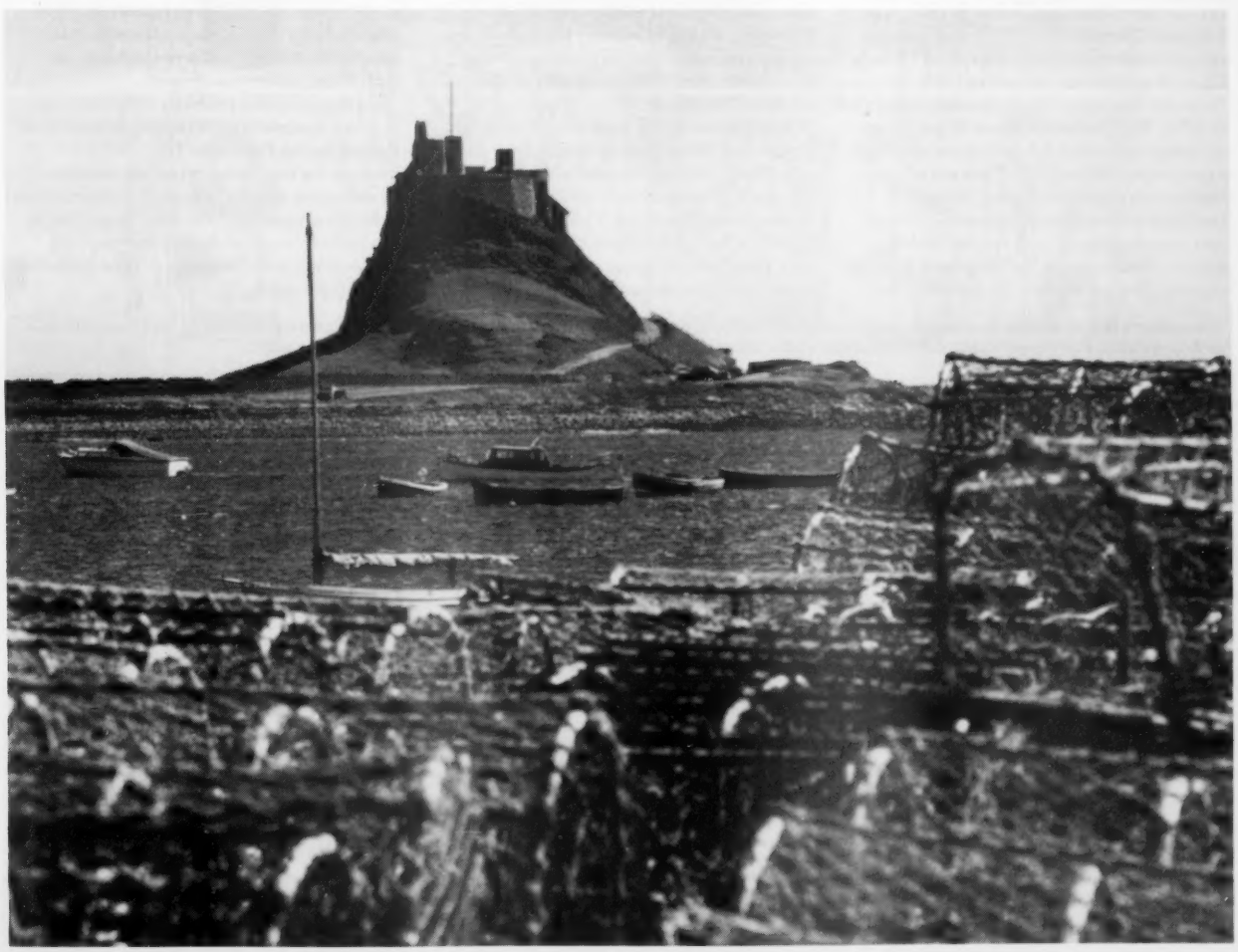
	North	Yorks and Humberside	East Midlands	East Anglia	South East	South West	West Midlands	North West	Wales	Scotland
Area sq km	15 400	15 419	15 601	12 564	27 223	23 847	13 013	7 306	20 766	78 774
Persons per sq km	203	317	239	142	622	178	398	900	133	66
Agricultural area sq km	10 692	11 124	12 619	10 162	17 478	18 602	9 897	4 627	14 944	57 454
Population ('000)										
males	1 528.6	2 386.0	1 838.9	879.5	8 200.6	2 046.2	2 563.6	3 182.5	1 342.0	2 503.9
females	1 597.5	2 508.4	1 889.1	900.9	8 735.5	2 187.0	2 614.5	3 394.9	1 423.0	2 702.3
Live births (rate per 1 000 population)	12.2	12 3	12.6	12.7	12.1	11.4	12.6	12.5	12.3	13.1
Deaths	12.3	12.1	11.3	11.4	11.4	12.7	10.7	12.6	12.9	12.1
Employment (June 1975)										
Employees in employment	1 265.6	1 985.5	1 485.5	671.1	7 319.3	1 522.7	2 212.1	2 674.3	997.6	2 076.2
Per cent in agriculture	1.3	1.7	2.5	6.5	1.1	3.3	1.4	0.7	0.7	2.4
production industries	49.0	48.4	51.6	37.9	32.8	37.0	53.5	46.1	44.6	42.0
service industries	49.7	49.9	45.9	55.6	66.1	59.7	45.1	53.2	52.8	55.6
Total rateable value (April 1975) (£000s)	305 618	463 606	403 342	207 701	3 248 037	471 303	660 055	736 160	246 366	309 224
Average domestic property rate	134	128	160	177	250	177	195	164	118	82

Foreign trade: imports and exports, 1975

Thousand tonnes

	Imports						Exports					
	Total	Food-stuffs	Basic materials	Petro-leum	Manu-factured goods	Other (in-cluding unallo-cated)	Total	Food-stuffs	Basic materials	Coal	Petro-leum	Manu-factured goods
Great Britain	175 327	18 476	31 293	102 334	18 137	5 087	50 200	4 568	5 725	3 580	17 227	19 100
England	126 310	16 130	23 355	68 894	15 549	2 382	38 128	3 401	4 866	1 957	10 748	17 156
North	**14 417**	**557**	**6 134**	**6 372**	**1 217**	**139**	**4 854**	**233**	**459**	**808**	**1 686**	**1 668**
Yorks and Humberside	22 814	1 733	7 330	10 535	3 046	169	6 137	365	341	879	1 659	2 893
East Midlands	524	75	150	—	297	1	177	63	5	26	2	81
East Anglia	5 687	1 815	677	86	3 027	82	3 525	721	175	4	122	2 503
South East	54 678	5 918	4 507	36 975	5 668	1 609	13 402	1 292	695	53	5 715	5 646
South West	4 121	2 038	890	199	734	261	2 976	154	2 496	6	8	312
North West	24 068	3 994	3 667	14 726	1 560	121	7 057	573	696	180	1 556	4 052
Wales	35 840	841	4 749	27 031	946	2 273	9 437	156	624	1 616	6 042	999
Scotland	13 177	1 505	3 188	6 409	1 642	432	2 635	1 011	234	8	437	945

Lindisfarne Castle



The Near North

Planning ahead

Sir Maurice Sutherland, new chairman of the Northern Economic Council talks to Trade and Industry's Alan Williams

Peter Shore, Secretary of State for the Environment, recently appointed Sir Maurice Sutherland as chairman of the Northern Economic Council. Sir Maurice, 62, is a solicitor in private practice in Stockton, Cleveland. He is also leader of the Labour opposition on Cleveland County Council and a member of Stockton Borough Council, the Northumberland Water Authority and the Teesside and Hartlepool Port Authority. He first became a local councillor in 1957, was Mayor of Teesside in 1972/73, and became the first leader of the new Cleveland County Council when it was formed in 1973.

Regional Economic Councils were established in 1964. They consist of about 30 part-time members appointed for their knowledge and experience of the regions. They are advisory bodies with executive powers, their main tasks being to study and advise on the needs and potentialities of their regions and to advise government on the long-term planning strategy for their regions. In the latter connection the Northern Economic Planning Council was one of the commissioning parties for the northern strategy team which, last March, produced a report setting out recommendations for regional strategy.

Asked about his post impressions and hopes for the future Sir Maurice said: 'Here in the north there are a variety of regional organisations and the precise role of many of them has not been clearly defined. I see my function as essentially that of co-ordinator, trying to get the regional structure working, so as to bring local and national government as near together as possible through the medium of the regional organisations. I would hope that in the coming months we will be asked to do something to streamline the regional organisation to help make it work more effectively. However, whatever we may try to do in this region, the indispensable prerequisite for complete success is the prosperity of the economy as a whole.

'The northern region is an area of contrasts, certainly of decay in some places, but, on the other hand, it is also an area of rapid economic development in others. Obviously, coming from Cleveland, I have to admit to a little bias but I think there can be no doubt that Teesside is the great growth area of the region and that the prosperity of Teesside is vital to the prosperity of the region. I am sure that future development lies primarily in the newer industries such as chemicals, plastics and pharmaceuticals which are already strongly established there. Now, as elsewhere in the region, expansion must come from within; there must be a growth of the existing structure.

'But we also need more industrialists from outside to take a serious look at the north. There is still a colossal ignorance of the north in the south. I am sure many people would be surprised by some of the social and cultural amenities we have here. Perhaps it is because they have all developed rather quickly and we have not got around to projecting ourselves as a cultured society.

'Communications within the region have improved tremendously too. Of course there are certain facilities we would still like to see, like the Pudsey/Dishforth link. But by and large we have a very good basic communication structure. We can be on the outskirts of London within four hours of leaving Teesside, and even quicker by rail or air. In no sense of the word can we be said to be isolated.

'Of course there are other things to communication besides going from A to B. There is the different way of life up here and a different attitude of mind resulting from a very different legacy from the past. But here too a revolution is already taking place. Our workforce certainly have no reluctance to change. On Teesside, for example, though we lost 18 000 jobs in the chemical and steel industries because of technological change and development we have been able to retrain and find other jobs for most of them although many have lived and worked in one industry all their lives.

'Finally, we have a problem within the region in that Cumbria is physically separated from the rest by the Pennines. There still seems to be scope for improvement in lateral communications. Cumbria is a very important and valuable area in my view and I hope that in this and other ways we can encourage the people there to feel less isolated and part of a large single region.'

The northern region's magnificent forts, built to keep out invaders, now help to attract them ! Busy industrialists do not have to go far for relaxation – such as a visit to Bamburgh Castle on Northumberland's coastline, designated as 'an area of outstanding natural beauty'.

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The Near North

New towns mean business

Alan Williams of Trade and Industry takes a quick look at the northern new towns

The five new towns in the northern region are all clustered in the east. To the north of Newcastle lies Killingworth, now almost complete, and Cramlington, administered by Northumberland County Council, while to the south of Newcastle are Peterlee, on the coast north of Hartlepool, Newton Aycliffe, alongside the A1, and the newest and the largest of them all, Washington, just midway between Newcastle and Sunderland. All except Newton Aycliffe – where unemployment is relatively low – are in Special Development Areas and thus attract the maximum rate of government financial assistance.

Cramlington, Peterlee, Newton Aycliffe and Washington have all attracted new industries, and have space for further expansion. Within the last month, two major US companies have announced development plans in the northern new towns – Fisher Price Toys, a subsidiary of Quaker Oats, is to invest over £1 million in a new factory at Peterlee, creating 400 extra jobs, while Ronan Engineering is planning to build a £1 million plant at Washington, providing 100 more jobs over the next five years.

Aycliffe and Peterlee, set up in 1947 and 1948 respectively, now both have populations of about 27 000; Aycliffe, with a target population of 45 000, has attracted such large manufacturers as Union Carbide, Eaton Axles, Flymo and Electrolux, as well as many smaller supporting industries, while Peterlee, originally set up on a greenfield site to provide homes for the mining villages of east Durham, and work for women, has over the past few years attracted new plants for NSK,

Left : An impressive display of goods made in just one of the region's five new towns. Below : Advance workshop units at Aycliffe industrial estate.

Cummins Diesel, Rothe Erde roller bearings, and Vetro Resin.

The most rapid development, however, is to be seen at Washington. Based on a concept of 18 village communities, each of about 4000 people, the new town was designated as recently as 1964, and the first industry moved in during 1967. Already, population is past the 47 000 mark, and on target for the projected total of 65 000 in 1982, and 80 000 by the mid 1990s. Situated on the southern fringe of the Tyneside conurbation, only six miles from Newcastle and central Sunderland, its new industries, such as Timex, Tube Investments, Dunlop, Philips, Howard Rotovator and Grundfoss Pumps, attract employees from a wide area, including the Durham coalfield, while the new office complex for the DHSS child credit scheme will eventually employ over 3000 staff.

A popular attraction of both Washington and the other new towns are the nursery units for small firms. Experience has shown that about 25 per cent expand sufficiently to grow out of this accommodation, taking larger premises within the town, and thus the new towns are able to generate their own industries.

Right : Anglo-German company on Peterlee's north-west industrial estate. Below : Nursery units at Washington.

The Near North

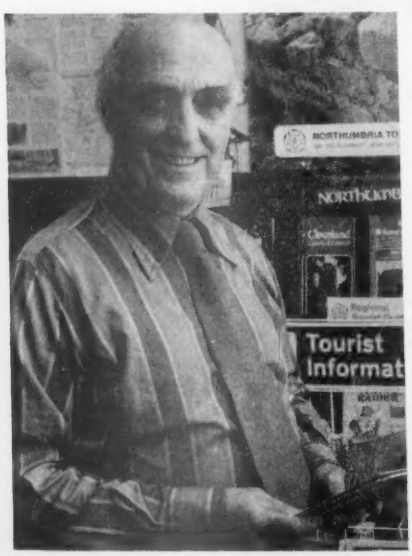
Tourism: the new growth industry

Northumbria

by William Butler, director, Northumbria Tourist Board

In 1976 British residents holidaying in England spent £1,925 million while overseas visitors spent a further £1,500 million. United Kingdom consumers spend more on tourism to all destinations at home and abroad than they do on tobacco. The industry in Britain now employs more than a million people and could mean jobs for many more. Tourism is one of the cheapest ways of creating employment.

The growth of the industry is also plainly evident. In 1971, 7 million tourists from abroad visited Britain spending some £469 million compared with £1,500 million in 1976. Likewise the home market in 1971 was worth £1,300 million compared with £1,925 million in 1976 – rapid growth by any standard and there is every indication that spending by overseas visitors could top £2,000 million in foreign currency by next year, with the home market also increasing. The problems besetting Britain's older industries are, of course, much more acute in regions such as Northumbria where the decline in the more traditional industries – coalmining and shipbuilding – make the need to capitalise upon an innate tourist potential even more acute. To the north east's credit, local authorities in the region were some of the first to recognise the area's visitor potential and the Northumbria Tourist Board was a pioneer in regional tourism development. When the establishment of a board was suggested in 1963 tourism was worth a mere £5 million to the region. Today, the value of tourism to the region has grown to in excess of £75 million and equally importantly the industry employs directly and indirectly some 60 000 people excluding those working in transport. Furthermore, the Northumbria Tourist Board acting as a catalyst has encouraged government and commercial investment in tourist projects in Northumbria totalling some £15 million. Such investment not only ensures new and improved facilities and amenities for the visitor but also enriches the environment for the resident whose unique heritage is preserved.



Northumbria possesses several attractions of international importance and several of these have benefited from considerable government investment. Hadrian's Wall the northernmost permanent limit of the Roman Empire, attracts thousands of visitors from all over the world. New developments in 'wall country', in particular the most recent excavations at Vindolanda, have been assisted under the English Tourist Board's tourist project scheme for development.

History of a different era can be found areas. further south in County Durham where Durham Cathedral, regarded by many as the finest Norman Cathedral in western Europe, is also an international attraction in its own right. A few miles away at Washington the ancestral home of George Washington, first president of the United States, is something of a mecca for visitors to Britain from across the Atlantic – the 'Old Hall' was recently visited by President Carter.

Development incentives have encouraged the setting up of several new major attractions in Northumbria. The region's industrial heritage is admirably reflected in several of the new museums developed in recent years. The North of England Open Air Museum at Beamish, near Stanley, County Durham comprises 200 acres of living history where coal-mining, the railways, agriculture and other traditional industries of yesteryear are brought back to life.

Northumbria's claim to fame as the birthplace of railways is reflected too in Darlington, where the new North Road Station Museum houses George Stephenson's Locomotion No 1 engine which hauled the world's first steam public fare-paying passenger railway between Shildon, Darlington and Stockton-on-Tees on 27 September 1825.

Cleveland lays claim to pioneers who have found fame in many differing disciplines. The village of Marton on the outskirts of Middlesbrough is the birthplace of perhaps the world's greatest explorer, Captain James Cook. The 250th anniversary of Cook's birth is being celebrated in 1978. Another of Cleveland's pioneers was John Walker whose humble though nonetheless universal invention was the friction match, so much taken for granted today.

Historic houses, sumptuous castles, gaunt ruined abbeys, humble Saxon churches – such are the attractions of a holiday in Northumbria. It is a kingdom which can cater for the active or inactive. Whether the choice be traditional seaside holiday or get away from it all activity holiday, Northumbria can cater for almost all visitors' requirements.

Communications too are second to none. The journey by road from London takes less than four hours, the fastest train takes three and a half hours and the journey will take considerably less time when the new High Speed Train comes into service. London to Teesside or Newcastle by air takes only 50 minutes. Within the region, motorways and byways are largely traffic-free.

In spite of the continued restrictions on budgets which seem inevitable in the current economic situation, the tourist industry in Northumbria can look forward with confidence. New development is an on-going process. The massive new Kielder reservoir which when complete in 1981 will comprise the largest man-made lake in Europe and will provide exciting new recreational facilities. It is anticipated that the government's recent announcement that the High Pennines from Teesdale to the South Tyne Valley should be designated a new growth point for tourism development, will result in investment of the order of £2.5–£3 million in tourist amenities and facilities over the next three or four years. It is hoped that finance for individual elements of new tourist development in the area will come from a variety of sources and it must be borne in mind that in the current financial climate it will not be possible to increase overall government expenditure on tourism. Nonetheless with the funds already available, the secretary of state is prepared to authorise the English Tourist Board to inject substantial financial assistance as part of the overall venture, provided it is reasonably clear that the right kind of partnership in terms of both finance and experience will be forthcoming to offer it satisfactory prospects of realisation.

This new departure together with the improved shipping services announced recently between Sweden and Denmark and Northumbria leads to the belief that the

historic kingdom is moving into an exciting new era of tourist development. Nevertheless, research has shown that Northumbria still does not have a strong image as a holiday destination generally and most people who have not visited the region have little impression of what Northumbria has to offer. Popular misconceptions revolve around the weather, the extent of industrial pollution and geographical isolation. It is rewarding, however, to note that almost 90 per cent of visitors who tour Northumbria are prepared to return.

Cumbria

by Malcolm Seymour, director, Cumbria Tourist Board

Cumbria represents a very valuable tourist resources, parts of which – notably the Lake District national park and the Roman wall – are under considerable pressure for a major part of each year. The most important objective of the Cumbria Tourist Board is the conservation of this resource which accounts for about £75 million and sustains 20 000 people in employment each year. The board works towards this objective by adopting – and encouraging others to adopt – realistic policies aimed at managing rather than promoting tourism and its many independent, yet inter-related, components.

No longer is tourism simply a matter of selling and of counting heads, of glossy literature and the uncritical numbers game: more is not necessarily best. An essential ingredient in the management of tourism – particularly in a national park – is to determine how much tourism a region wants, where it wants tourism, and when. Then the tourist board, the planners and the marketing men try to make it happen that way, monitor progress, and try to do better next time. Without this rather cautious approach, the £75 million golden goose would fly away.

This is very important consideration when one takes into account the very real social and economic problems in Cumbria caused in part by the decline, in employment terms, of basic industries like agriculture and mining. The continuing and careful development of tourism has to a certain extent helped to offset the decline of other forms of employment as well as providing a valuable additional source of revenue. Greater recognition needs to be given to the real value of tourism as an industry which – albeit a service industry – has a better track record than several others in the county at the moment. The tourist board considers that there are forms of tourism that can make a strong contribution towards alleviating the economic and social problems of the local community.

What forms of tourism may appropriately be developed in Cumbria? Although Cumbria has its sea coasts for the bucket and spade brigade it also has a wide expanse of countryside for the gum-boots brigade. Over the years this has stimulated the development of farmhouse accommodation; more recently, this farm tourism has become – in the economic sense – an essential part of the agricultural scene especially in the marginal hill farming areas of Cumbria. More particularly, some farm units that are now taking part in a Farm and Horticulture Development Scheme (FHDS) see farm tourism as vital to the success of their undertaking. Most farm tourism takes the form of the provision of accommodation, either serviced or self-catering, but additionally there are sporting opportunities – fishing, riding, hunting – as well as farm shops, farmhouse meals and farm 'look-ins'.

A great many of the recreational facilities used by holiday visitors can be hidden in woodland. The tourist board is therefore giving every encouragement to a closer integration of forestry and tourism in Cumbria, as the woodland offers a wide range of opportunities including chalet accommodation in clearings, caravan- and camp-sites, interpretation centres, waymarked walks of varying lengths, car parks and picnic areas, pony trekking, and riding, and wood-carvers' craft shops.

Cumbria's other natural resource is its mineral wealth and there are facets of mining activity that should become more closely integrated with tourism such as visits to underground workings, the cutting, shaping, and engraving of mineral products, gem polishing, and the interpretation of the county's rich industrial archaeology.

There is still a good deal of potential for the further development of conference, or business tourism from both the domestic and the overseas markets. At least a dozen Cumbrian hotels – several of them in the national park itself – have facilities for catering for up to 100 delegates at a time: three of these hotels can host up to 200 delegates. Interpretation and translation services are available as this conference business becomes increasingly international. This is low-volume high-value out-of-season tourism which is complementary to the intensive use made of the county's accommodation resources in the high season.

Business tourism accounts for about 12 per cent of the 3 million trips made to Cumbria by United Kingdom residents. Holiday trips account for 77 per cent of the total; visits to friends and relatives accounts for a further 8 per cent, and 'other purposes' for the remaining 3 per cent. It is interesting to note how the holiday tourists spend their money in Cumbria. £22 million goes on accommodation and meals in: £7 million on meals out and drinks. Shopping takes £9 million, entertainment and sightseeing £3 million; whilst £4 million is spent on motoring and travel within the region. About 12 per cent of the total volume of tourist traffic to Cumbria comes from overseas.

The domestic holiday market is currently static: the growth element is in the overseas market. This, then, is a time for consolidating the holiday 'product' in Cumbria, for making sure that there are enough of the right facilities in the right places, ready for growth when it resumes. The financial aid for tourist facilities that is available to Development Areas under section 4 of the Development of Tourism Act mean that over £1½ million has matched about £3 million-worth of investment in new tourist facilities during the past four years.

This investment is vital to the tourism management policies aimed at solving some of the pressure problems where they occur, and dispersing the benefits of additional employment and revenue to all parts of the county.

Communications between Cumbria, the rest of the United Kingdom and the European and American continents are improving. Motorways and inter-city rail link the county with the important domestic market areas as well as with the major ports of entry. Newcastle (one hour) brings Scandinavia within easy reach and a lively new market in shopping trips to Carlisle and the Lake District is opening up. A new express road service links Manchester Airport – an international gateway – with this increasingly important international holiday area. The North Sea port of Hull (2½ hours) makes all of the common market countries easily accessible. The prospects are excellent.

Hadrian's Wall

The Near North

Growing well

six success stories

AA insurance headed north

David Whelton, manager of AA's insurance office in Newcastle.

It is just 12 months since the Automobile Association moved one of its two main insurance processing offices from the south east and opened new premises in Newcastle upon Tyne. The office, in a new block less than two minutes' walk from the main shopping area in the centre of Newcastle, is now a bustling scene of activity employing about 250 people.

The first of the insurance units to become fully operational at the new office was the AA's motor policies new business unit, handling over 500 new proposals each week. The transfer of the adjustments and renewals unit on the other hand was phased over six months and involved the removal of 115 000 records. About 250 000 letters and telephone calls a year are received by this, the largest single AA unit at Newcastle staffed by about 70 people. One of the office's most important operations is that of the quotations unit which during the course of a year prepares and issues up to 150 000 quotations. The general broking unit has also seen a steady increase in its activities handling commercial, private hire, overseas travel and general business.

About 30 people moved to Newcastle from other AA offices, providing an important continuity to ease the establishment of the new operation. But to deal with the rapid induction and training of new staff an intensive training programme was introduced. It is expected that staff numbers will continue to grow, reaching about 500 in 1980, and the training courses will continue until then.

The new office is managed by Northumberland-born David Whelton, who joined the association in 1970 as the northern regional insurance officer. He recalls that when the AA was looking for a new office location to meet anticipated growth in its insurance services a number of places were fully investigated. Choosing somewhere such as Tyneside offering the incentive of Department of Industry Special Development Area grants was an important consideration.

The AA's insurance services have expanded rapidly over the last few years and brokerage earnings now amount to some £4 million a year. More than 300 000 members insure through the association.

Sharp improvement

All Wilkinson Sword's razor blade production in the United Kingdom is concentrated at the company's Cramlington factory, some seven miles north of Newcastle upon Tyne. The plant is one of the most modern and sophisticated razor blade production lines anywhere in the world and has an output of millions of blades every week to satisfy the company's extensive home and overseas markets. In fact 70 per cent of the output from Cramlington goes overseas.

Michael Paterson, Wilkinson Sword's works director at Cramlington.

Expansion was uppermost in the company's mind when it moved to Cramlington in 1963. Two years earlier it had marketed its Super Sword Edge coated blade, and the phenomenal demand for the new product showed up the inadequacies of its production facilities in west London.

'At that time we had to look for somewhere which would not only meet our immediate need for expansion, but have the flexibility to adapt to future requirements,' recalls works director Michael Paterson. 'We needed an area with room to grow but with an existing pool of labour and good communications. The north east was being developed as an area for re-siting industry, and Cramlington seemed to fit the bill.'

In 1963 as the first stage of their move Wilkinson Sword leased a small government advance factory with a floor area of 13 000 sq ft on the Bassington industrial estate at Cramlington. The factory – which was, in fact, the first to be built on the new estate – went into production by October of that year. Twelve months later, as the next step in the planned expansion of the company's razor blade production, construction was started on the new main factory with a floor area of 40 000 sq ft. This was fully operational by early 1965. Further extensions have since been completed, bringing the total production area to 153 000 sq ft.

The Cramlington factory now employs 1100 people and is a £16 million-a-year operation. Among the products it manufactures are the latest stainless steel blades with ceramic-coated cutting edges, the new Twin Two blade, and the Wilkinson Sword double edge razor.

'Our continuing expansion over the years has proved the wisdom of choosing Cramlington for our new factory,' says Mr Paterson. 'The successful transfer of our manufacturing unit was due, in no small measure, to the valuable help and advice given by the Department of Industry and Northumberland County Council's planning office.

Printer's progress at Washington

Rotaprint, the firm which after its establishment 50 years ago pioneered small offset lithography in the United Kingdom, now claims to offer the widest range of small offset duplicators and printing machines in the world. Since January this year, part of that product range – the company's TTR series of table top duplicators – has been manufactured at its new 70 000 sq ft factory in Washington. The half-million-pound plant is an expansion to meet increasing world-wide demand, and Rotaprint anticipates 90 per cent of production will go overseas. Principal export

Ralph Timothy, Rotaprint's works manager at Washington.

markets are France, Germany, Italy, Japan and Russia, but the company envisages future growth in developing countries such as Korea, Malaysia, Nigeria and Tanzania. Final customers range from fairly small companies requiring an in-house printing facility to trade printers and government departments.

Rotaprint first moved into Washington in 1974 when it opened a pilot factory employing about 40 people to manufacture component parts for table top duplicators. The new factory now employs 160 making the company's three table top systems – the TTR, which was the first to be introduced in 1970, the TTR2 autographic with simplified controls, and the fully programmed TTR3 supergraphic. When full production capacity is reached it is expected that the workforce will increase to about 300.

In choosing the north east as a suitable place for expansion the company was influenced by the incentives and assistance available from the Department of Industry. It was given advice on suitable sites and the availability of skilled workers, and took into account its entitlement to regional development grants for plant, machinery and buildings. But other factors also swayed its final decision. As works manager, Ralph Timothy, says: 'We already had a sales office in Newcastle upon Tyne, and Washington was a noted nearby development area with excellent motorway communications. The choice became increasingly obvious. We have been very impressed by the efficiency of the development corporation, and are particularly grateful for the help they gave us when we were designing and installing our pilot plant.'

With a complex of eight other factories in north London, Rotaprint currently has a turnover of £11 million a year. In addition to manufacturing small offset duplicators and printing machines it supplies a wide range of plate-making equipment, over 2000 consumable supply items, and a word processing system. Some 73 per cent of overall production is exported to 142 countries through a network of 55 distributors and two overseas branches. In Europe alone the company reckons it has a 25 per cent share of the total market for small offset printers.

Marchon march on

Martin Rowe, chairman, Marchon Works.

Albright and Wilson Ltd, Britain's second largest chemical manufacturer with annual sales in excess of £300 million, employs 6700 people in the United Kingdom and operates 17 manufacturing sites. The company's Marchon Works at Whitehaven in Cumbria is by far the largest site and employs some 2250 people. In the past five years more than £15 million has been invested there in new and replacement facilities.

The works is also the largest employer in Whitehaven and the fourth largest in the county. It has experienced an almost unbroken record of growth for 25 years due in large measure to its being sited on plentiful supplies of anhydrite for the production of sulphuric acid. Although the works now imports its sulphur requirements it has maintained its growth and has contributed enormously to the prosperity of the region. It has also achieved a high export performance three times winning the Queen's Award for Export Achievement.

The Marchon Works manufactures intermediates and finished products for the detergents, toiletries and many other industries – from construction and engineering to plastics and textiles. It is the largest single-site producer of sulphuric acid in the UK and the largest single-site producer of sodium tripolyphosphate (an essential ingredient in detergent powders) in the world.

Looking at the long-term security of the operation works chairman Martin Rowe says:

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CUMBRIA GUIDE
Industry & Commerce
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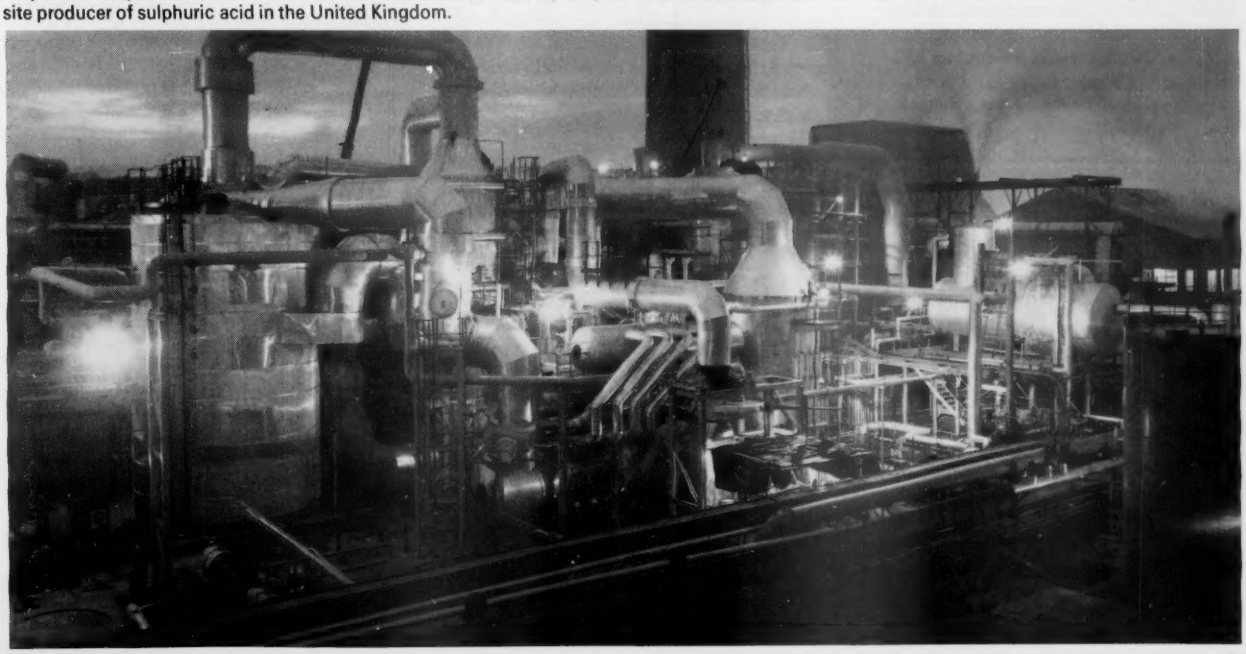
ENCIRCLE TI 666a ON PAGE 254 FOR FURTHER INFORMATION

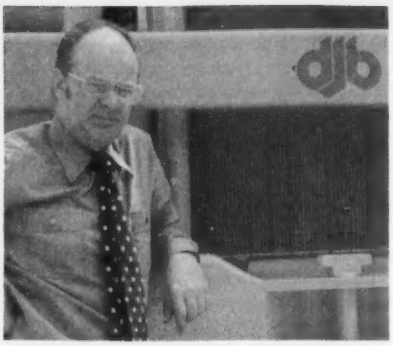
Sulphuric acid plants at the Marchon Works. These units, with a capacity of 500 000 tonnes per annum, make the Marchon Works the largest single-site producer of sulphuric acid in the United Kingdom.



'I am often asked how we manage to overcome the apparent disadvantages of our location in West Cumbria, and I like to dispel the gloomy views of those who read far more into this than they should. It is true that we are further away from our main United Kingdom markets – which broadly correspond with the main industrial regions of the country – than some of our competitors. But we have responded to this by making certain that our distribution arrangements in the United Kingdom are highly efficient and that our quality and service are second to none.'
And when it comes to exporting it becomes clear that most of the disadvantages of a Cumbrian location are more illusory than real. The additional transport costs 'southwards' are insignificant when compared with the total costs of supplying and servicing an overseas customer.
Marchon Works is still growing. Site work has begun on the largest investment Albright and Wilson has ever made in any of its sites. The project, costing £19.5 million, will provide much increased capacity for the manufacture of phospheric acid and, equally important, will increase the grades which the company can offer to its customers and enable it to respond with greater flexibility to changing market requirements.
'We cannot claim to be in any way insulated from the forces that affect the economies of the world', says Mr Rowe, 'but, considering the care that has been devoted to our investment decision-making and given the goodwill and enthusiasm of our employees at Whitehaven, I believe that we have a solid basis for optimism for the future.'

Bumper dumpers

One of British industry's greatest success stories in recent years is that of a young engineering company based in the north east's Peterlee New Town.
DJB Engineering Ltd is only four years old, but in that time it has established itself as possibly the world's leading manufacturer of articulated dump trucks. It employs 350 people at its Peterlee factory and does £13 million worth of business a year. Some 95 per cent of its production goes overseas, mainly to



David Brown, managing director of DJB Engineering

construction and mining concerns.
The man behind the firm is David J. B. Brown whose experience stretches back 20 years to when he worked in Africa as a logging contractor. After a serious accident in which he broke his back when a tractor overturned, he looked at the design of existing tractors and decided he could do better. He did, and devised an articulated vehicle with an oscillating frame – the basis of his present models – which reduces component wear and makes the vehicle easier to manoeuvre in bad conditions.
During the 1950s and 1960s he worked for a variety of engineering firms in Britain, sometimes as managing director or chief executive, but always with a keen eye to the design of new products. It was his growing disenchantment with the anonymity of big business, however, which led in 1973 to the formation of DJB Engineering. Substantial backing from the Department of Industry, National Westminster Bank and Peterlee Development Corporation gave his venture a financial shot in the arm and David Brown set about producing a vehicle based on his own extensive experience and that of the team he gathered around him.
The firm's first decision was not to produce a vehicle which would have 100 competitors. 'Site dumpers can be produced cheaply by anybody so customers can shop around,' said David Brown. 'Our product costs three times as much as a Rolls-Royce and we have sold 72 to one north American customer. That's over $10 million and a customer has to be sure about your product to commit himself as much as that.'
DJB's first model – the D250, a 25-tonne articulated dump truck – is a very high performance machine. With four forward and three reverse gears it can move backwards as fast as it can forwards. It has a very tight turning circle (7.67 m) and has six-wheel brakes with triple circuitry for extra performance and safety. The original field tests revealed the flexibility and reliability of the product. Customers bought and bought again.
As the market called for yet bigger, higher performance trucks, David Brown introduced the D300 – a 30-tonne vehicle. In the two years it has been available more than 150 have been sold.
DJB's trucks are now used throughout the world – on road and dam construction; in quarrying, mining, tunnelling and pipe-laying. And potential customers are brought to Peterlee in the company's own jet aircraft to see the success story for themselves.

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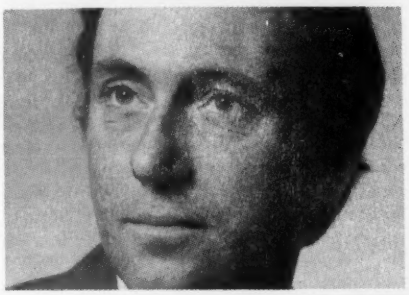
Helter smelter

Britain's largest aluminium smelter – that of Alcan (UK) Ltd – is at Lynemouth, about 20 miles north of Newcastle upon Tyne, on the Northumberland coast. Commissioned in 1972 at a cost of £67.5 million, the plant has an annual capacity of 120 000 tonnes. It occupies an area of some 120 hectares and employs about 1000 people. A special feature of the complex is that it incorporates the company's own 390 MW coal-fired power station, the largest privately owned station in the United Kingdom.
A number of factors weighed in the north east's favour when Alcan was choosing a site for its new plant. Coal for the power station – some 1 million tonnes a year – was readily available from the adjacent Lynemouth-Ellington colliery, one of the most efficient and mechanised in Europe. The nearby port of Blyth provided an easy access for imports of raw alumina, and a special unloading and


George Russell, managing director, Alcan (UK)

storage facility was constructed capable of handling ships of up to 22 000 tonnes.
Department of Industry investment grants were also available towards the cost of buildings and equipment.
'With co-operation from the government, local authorities – particularly Northumberland County Council – and every assistance from the National Coal Board, we were able to go ahead with building the new smelter and power station,' says the managing director, George Russell. 'Alcan welcomed the opportunity to expand its activities to the benefit not only of Northumberland but of the national economy as a whole.'
The Lynemouth plant handles about 250 000 tonnes a year of imported alumina (aluminium oxide derived from bauxite mined in Jamaica). Each consignment is taken from Blyth to the main smelter – a complex of interrelated units dominated by eight 250-ft chimneys. Here the plant's electrolytic reduction process yields one pound of molten aluminium from every two of raw alumina.
Alcan (UK) Ltd is a member of the Alcan Aluminium Ltd of Canada group of companies and has assets totalling £170 million. It accounts for over one-third of the United Kingdom's annual wrought aluminium fabricating capacity, and is capable of producing 200 000 tonnes of sheet aluminium, extrusions, foil, rod castings and forgings. Most of the primary aluminium for these processes is now supplied from the Lynemouth smelter, and it is the company's proud boast that this means a healthy saving on Britain's annual balance of payments.

The Near North

The NEB in the north

by George Connolly, director, northern region, NEB

The National Enterprise Board has two regional offices in England, each of them in the heart of development areas – the north-west and the north. Fresh investment cases for the rest of England are handled centrally by the NEB from its London office.

Having successfully completed the first stage of establishing a credible regional presence and initial portfolio of investments, the NEB has been looking for ways of building on its experience over the last year by increasing the authority of the regional offices and giving them greater antonomy. An announcement is imminent as this article goes to press.

The job of the regional office is to put funds into industrial companies whose operations can benefit the region in terms of employment, sustaining existing technology and developing fresh products and markets. We must, under the terms of the Industry Act 1975, which set up the NEB, aim for profitable investments. The size of our individual investments in the regions have ranged from about £50,000 to £1.5 million. The form taken has preponderantly been as equity shares, any loans being part of the total package, which is tailored to the company's long-term cash needs.

Why does the NEB go for equity-type finance? It is certainly not because we feel a compulsive desire to own blocks of ordinary shares in an unco-ordinated range of manufacturing companies scattered across the country. The answer lies in our judgement that this sort of new money is what smaller companies most need for financial safety, and is the most difficult to obtain.

We are satisfied that, with the main asset base financed by equity, the clearing banks are much happier to perform their normal functions (which they do very well) of providing overdraft facilities, against sound security, to finance stocks and trading working capital, and to fund, by way of loans, minor capital expenditure. In other words, if a company's balance sheet has the proper mixture of equity-type risk funds and secured bank lending, it can expand with confidence and is able to survive lean times.

Our method of working with a new client with an existing business is first be assured of the company's solvency, to examine its past financial record and make our own judgement of its business plans for the future. This exercise usually shows up the cash flow needs and we then produce an acceptable financial package. With 'greenfield' new ventures, of course, a different approach is needed; here the risks are much greater, so management competence and experience is closely studied.

The northern region office is at Centro House, 3 Cloth Market, Newcastle upon Tyne, NE1 1EH, tel. Newcastle 612097. Other NEB offices are at Richmond House, 1 Ramford Place, Liverpool L3 9QY, tel. 051 (Liverpool) 227 1366 – for cases in the north west region; and 12-18 Grosvenor Gardens, London SW1W 0DW, tel. 01-730 9600 – for cases from the rest of the country.

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NAME: _____

COMPANY: _____

ADDRESS: _____

To: Peter Waring, Industrial Officer, Tyne and Wear County Council, Sandyford House, Archbold Terrace, Newcastle upon Tyne 2. Telephone: 0632 816144.

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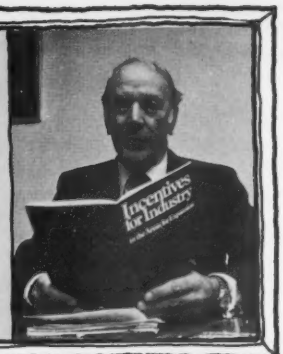
The Near North

Incentives for industry



by Harold Hill, regional industrial director, Department of Industry

'Nobody in the City or in the commercial banks wanted to know, yet they do not have people qualified to judge a project like ours. The Department of Industry does – and the department decided to back us.' This comment appeared in a recent national newspaper article on one of the north's leading exporters.

It highlights the point that the northern regional office of the Department of Industry, like others covering assisted areas, has a wide range of financial and technical expertise which enables it to give advice and tangible help to businessmen looking to set up or expand a project. My background is industrial and I joined the Department of Industry two years ago to take over responsibility for selective financial assistance. I have a staff highly competent in the field of industrial and financial assessment as the experience of DJB Engineering would indicate. That company benefited from our judgement and backing as can any other company with potential.

I must make it clear from the start that the services and incentives we offer to encourage developments in the north of England are not subsidies for uneconomic projects nor are they to compensate for the disadvantages of a non-viable location. There is plenty of evidence that this area offers excellent conditions for industry. For example you will read elsewhere in this feature that, on average, tenants of government factories in this region double the size of their initial development and there are 400 of such tenants currently employing about 91 000 people. You do not expand in a non-viable area.

Incentives

The incentives are, of course, designed to encourage the selection of a location which for national as well as regional economic and social reasons needs new development. They help to counter prejudice towards an unfamiliar location and, by reducing an investor's scale of risk, encourage developments to be undertaken, often on a greater scale than originally proposed.

While we are not interested in new projects which require subsidy to survive we are nevertheless willing to share risks when it is commercially prudent to do so.

Hypothetical example

The incentives for development are listed on the opposite page but a hypothetical example may permit a fuller appreciation of what can be offered. Let us take a manufacturing project in a Special Development Area with capital costs as follows:

	£
1 New buildings	100 000
2 New plant and machinery	100 000
3 Working capital	100 000
	300 000

ASSISTANCE AVAILABLE

Regional development grants

Items 1 and 2 qualify at 22 per cent = £44 000

Selective financial assistance

a Loan

	£
Maximum public sector contribution in SDA 60 per cent	= 180 000
Less RDG receivable as this is public sector money	= 44 000
	136 000

In this case, therefore, a loan of up to £136,000 depending on numbers of new jobs, location and need, could be negotiated. An interest-free period, subject to the extent of cash flow problems, could be offered followed by the normal loan period of five to seven years at the concessionary rate of interest applying at the time of the agreement. This rate is currently 7½ per cent on the reducing balance.

b If an interest relief grant is required instead of a loan the calculation is based on the loan as assessed above.

The normal grant is four years at 3 per cent which on £136,000 = £16,320

Again, subject to the extent of cash flow problems, an additional grant of up to three years at the higher rate (currently 10½ per cent) can be made = £42,840

If, therefore, this project qualified for maximum assistance the following would be provided.

1 Regional development grants of £44,000 and a loan of £136,000 with a three-year interest-free period, or

2 Regional development grants of £44,000 and an interest relief grant of 43½ per cent (three years at 10½ per cent and four years at 3 per cent) of £136,000 = £59,160.

Total grant – RDG + IRG = £103,160 or 34 per cent of total project costs.

If the project was suitable for a rented Department of Industry factory, capital costs in the example would be reduced by about £100,000. In a Department of Industry factory a rent-free period of from two to five years can be provided. However, in such a case the maximum public sector contribution is reduced to 55 per cent for a project located in a Special Development Area (45 per cent in a Development Area).

Our aim is to provide by negotiation the amount necessary to encourage the development to take place. Even within a Special Development Area, there are degrees of unemployment problems and, naturally, we would seek to use the incentives to steer a project to the neediest of the locations which could satisfactorily meet its needs.

In addition to the assistance above, in cases where there is a transfer from a non-assisted area there is the availability of a removal grant of up to 80 per cent of the costs of removal of plant and machinery, stocks and materials and the employer's net statutory redundancy payments at the old location.

In certain parts of the region affected by unemployment as a result of steel or coal industry closures additional assistance is also available from European Coal and Steel Community funds. This assistance can be substantial.

I will not try to quote an example to illustrate assistance to service industry as the amount available can easily be assessed from the information given on the opposite page.

In our major towns and cities there are modern office buildings available and we have already attracted to the region organisations of the standing of AA Insurance and Barclay Card Ltd.

Those interested in knowing what can be provided in their case have only to contact this office. As I indicated earlier the office can provide advice and tangible help. With our detailed knowledge of the availability of sites, factories, services and, in conjunction with the Department of Employment, labour in the region, we can help short list the most suitable locations for any project. We do not leave you to find your way around the sites and factories but provide an escort and transport from the moment you arrive in the region to when you depart.

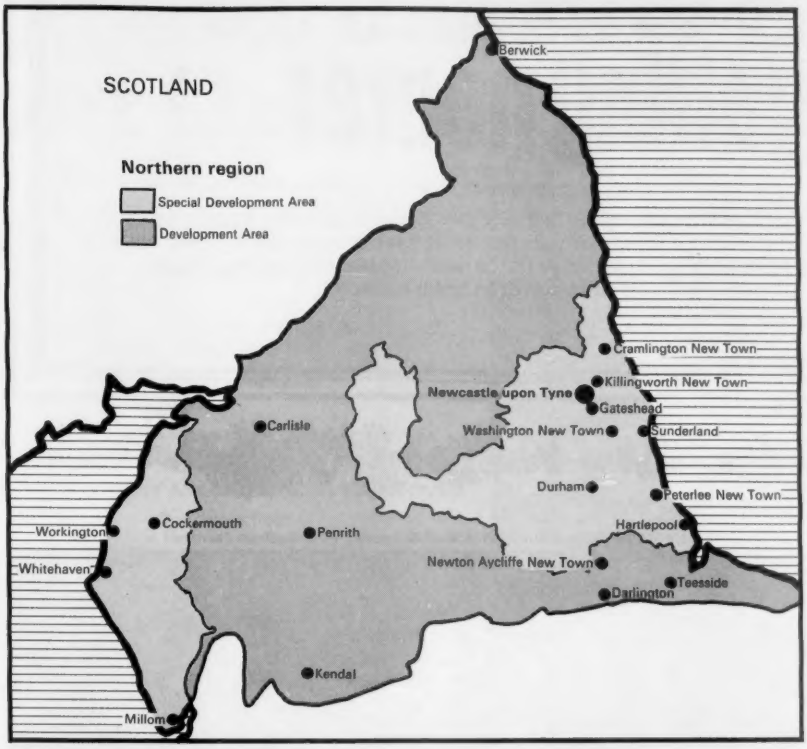
Statistics

I will quote some statistics which may help to indicate the scale of industrial development in the region and our experience in dealing with financial assistance applications. In the year ended March 1977 the Regional Development Grants Office at Billingham paid out nearly £152 million to companies in the region. This is an indicator of investment in the region in new buildings and new plant and machinery. My own office has, since the start of the 1972 Industry Act, given selective financial assistance towards projects costing a total of £900 million and this is an indicator of the scale of new developments and expansions.

The same for you?

I started by quoting a newspaper article on DJB Engineering Ltd of Peterlee which received help from this department. By its fourth birthday the firm was exporting 95 per cent of its output and had won £10 million worth of overseas orders in the previous 18 months. We helped that company to prosper and make an excellent contribution to the regional and national economy. Can we do the same for you?

Government incentives for industry in the north



Incentives administered by the Department of Industry are outlined in the table below. The Northern regional office offers a comprehensive service to industry. It not only deals with applications for grants and loans under the Industry Act 1972 but helps industrialists to find the most favourable conditions for expansion. As well as being able to offer a wide choice of suitable locations for any project the regional office can advise on assistance available for extending or modernising existing operations.

All these services are free and confidential.

For full information contact the Department of Industry, Northern Regional Office, Stanegate House, 2 Groat Market, Newcastle NE1 1YN, tel. 0632 24722.

Claims for Regional Development Grants are dealt with by the Department of Industry, Regional Development Grants Office, Queensway House, West Precinct, Town Centre, Billingham, Cleveland TS23 2NF, tel. 0642 553671.

Incentive	Special Development Areas	Development Areas
Regional Development Grants [1] on new plant, machinery, buildings and works loans	22%	20%
	On favourable terms for general capital purposes for projects which provide sufficient additional employment; on non-preferential terms for other projects that maintain or safeguard employment if the finance required cannot reasonably be obtained from commercial sources.	
Interest Relief Grants	As an alternative to loans on favourable terms, grants towards the interest costs of finance provided from non-public sources for projects which provide additional employment.	
Removal Grants	Grants of up to 80 per cent of certain costs incurred in moving an undertaking into assisted areas.	
Service Industry Grants	For offices, research and development units and other service industry undertakings:	
	A grant of £1,500 for each employee moving with his work into the areas (within a limit of 50 per cent of new jobs created);	
	A grant for each job created in the areas	
	£1,500	£1,000
	Grant to cover the cost of approved rent of premises in the new location for:	
	Up to seven years	Up to five years
Government factories for rent or sale	Two- to five-year rent-free period	Two-year rent-free period

[1] Regional Development Grants are not treated as reducing the capital expenditure in computing tax allowances.

Contact points

Department of Industry
Stanegate House, 2 Groat Market
Newcastle upon Tyne NE1 1YN
Tel Newcastle (0632) 24722

Department of Industry
Sub-office for Cumbria
Town Hall
Cockermouth
Cumbria
Tel Cockermouth (090 082) 3498/9

Small Firms Information Centre
Newgate Street Shopping Centre
Newcastle upon Tyne NE1 5RH
Tel Newcastle (0632) 25353

Department of Employment
Wellbar House, Gallowgate
Newcastle upon Tyne NE1 4TP
Tel Newcastle (0632) 27575

Departments of Environment and Transport
Wellbar House, Gallowgate
Newcastle upon Tyne NE1 4TR
Tel Newcastle (0632) 27575

Port of Tyne Authority
Administrative Office
Bewick Street
Newcastle upon Tyne NE1 5HS
Tel Newcastle (0632) 25541

Tees and Hartlepool Port Authority
Queen's Square
Middlesbrough TS2 1AH
Tel Middlesbrough (0642) 241121

Northumbria Tourist Board
Prudential Building
140-150 Pilgrim Street
Newcastle upon Tyne NE1 6TQ
Tel Newcastle (0632) 28795

Newcastle Airport
Woolsington
Newcastle upon Tyne NE13 8BZ
Tel Newcastle (0632) 860966

Teesside Airport
Middleton St George
Darlington
Co Durham DLL 1LU
Tel Dinsdale (032 573) 2811

Cumbria Tourist Board
Ellerthwaite, Windermere, Cumbria
Tel Windermere (096 62) 4444

British Rail (Eastern Region)
Divisional Headquarters
Central Station, Neville Street
Newcastle upon Tyne NE1 5DL
Tel Newcastle (0632) 611234

British Rail
Citadel Station, Court Square
Carlisle CA1 1QZ
Tel Carlisle (0228) 32121

The Near North

It's getting nearer

The northern region's long established industrial centres and the five new towns all have excellent communications to the rest of Britain by road, rail and air. Motorways and increasingly fast trains have brought the region to within a few hours' reach of the midlands and London. In recent years the north has become the Near North. And it's coming nearer with the advent of even faster transport.

Note the motorway at the bottom of the picture and the accessibility to one of the region's industrial centres.

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Jarrow Slake - a site better than most

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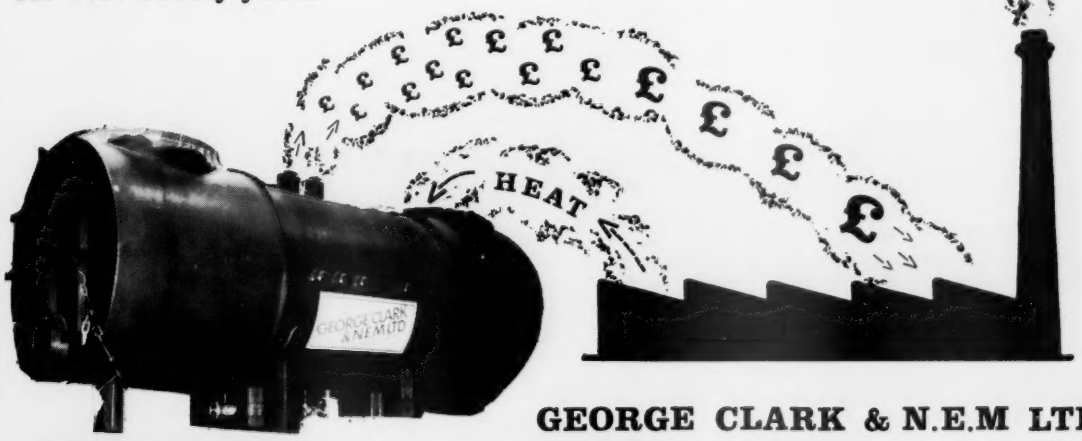

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Who started them roaring in the 20's?

Who ended the depression in the 30's?

Who did their duty in the 40's?

Who put the glamour into the 50's?

Who set them swinging in the 60's?

Who set them free in the 70's?

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New earnings high for British builders overseas

In 1976/77 British firms associated with the construction industry earned over £2,000 million overseas. This article, by the Department of the Environment, describes this achievement and gives a summary of some of the major contracts won overseas by British contractors[1].

In 1976/77 British building and civil engineering firms won new overseas contracts worth £1,700 million in over 100 countries; this is £383 million up on the figure for the previous year. The value of work done overseas during this period also rose substantially from £881 million to £1,283 million. At the end of March 1977 British contractors had almost £2,200 million worth of work in hand overseas. The value of net overseas earnings by British construction firms realised £220 million at current prices compared with £148 million in 1975/76.

If the overseas earnings of all sectors of the construction industry are taken into account a figure of over £2,000 million is reached – an increase of £500 million on 1975/76. This is made up of some £320 million from British contractors working abroad, their overseas branches and subsidiaries, a contribution of £250 million from the related professions of consulting engineers, architects, and surveyors, together with about £1,450 million from the export of building materials, plant, and machinery.

The Middle East is the most important market for British contractors (see box below) and accounted for new orders of £872 million in 1976/7, representing over 50 per cent of their new contracts overseas, an increase from 1975/6 when 40 per cent of new orders were in that area.

Contracts won in Europe as a whole showed a slight increase from £69 million in 1975/6 to £81 million in 1976/7 but the value of orders gained in the EEC countries remained disappointingly low at £10 million.

In the Americas there was a healthy increase in new contracts, from £93 million to £140 million, but, in Africa, where the involvement of British contractors had increased in recent years, the value of new contracts fell to £363 million.

Although large firms with well-established overseas interests continue to dominate the field smaller firms and firms without previous experience of working abroad made considerable headway in 1976/7. Of the 100 or so firms winning new work abroad in 1976/7, 18 were new to export work. The share of the total value of new contracts taken by firms from outside the top 20 went up to nearly 30 per cent—from 5 per cent the previous year.

New Middle East contract won by British contractors

	£ million (current prices)
United Arab Emirates	393
Oman	175
Saudi Arabia	131
Iran	74
Qatar	30
Sudan	18
Bahrain	14
Other Middle East	37
Total Middle East	872

The Middle East

Costain Civil Engineering Ltd and Taylor Woodrow International in a joint venture are currently building the Dubai dry dock, and this contract has been extended to £162 million. The Costain-Taylor Woodrow joint venture has also been awarded a £35 million contract for an extension to existing work at Port Rashid, which is adjacent to the Dubai dry dock. Fifteen transit sheds are being built on reclaimed land, together with additional buildings for the port authorities.

Bernard Sunley and Sons Ltd has won a £53 million extension to an existing contract in Dubai, consisting of a 39-storey trade centre tower, 492 furnished flats and apartments and additional facilities for an exhibition hall and hotel complex.

The Fairclough-al Midani Co Ltd has been awarded a substantial government contract in Saudi-Arabia, and the initial civil engineering work has a value in excess of £30 million. The work is expected to last for about two years.

Costain International has won several contracts totalling about £20 million to build two headquarters for the United Arab Emirates Currency Board, one in Abu Dhabi and one in Dubai. Both buildings will have seven storeys, be fully air-conditioned and contain all the facilities required by a central bank. Work is in progress and is scheduled for completion in early 1978.

In Saudi Arabia, Haden International is at work on an £18 million electrical installation contract at Jeddah Airport, which will continue for a number of years. In Abu Dhabi, Haden International has received a £14 million contract for mechanical and electrical services in the Zayed Sports City complex. The contract covers air-conditioning, plumbing, a boiler plant, electrical services, communication and alarm systems, controls and time keeping – a sophisticated electronic scoreboard has to be provided. Also included is a central services building, containing refrigeration and boiler plant, monitoring and supervisory controls. The two-tiered stadium, elliptical in shape will seat 50 000 spectators and the whole site is to be floodlit. In addition, floodlighting will cover football training pitches plus a football training stadium, and Haden International will be responsible for all road lighting and site electrical requirements. Phase 1 will be partially finished in time to stage the Gulf games in December 1978, and is scheduled for overall completion by June 1979.

Al Futtaim Wimpey, in a joint venture, has secured a further four contracts in Dubai, The largest, worth £11½ million, is related to the harbour complex at Jebel Ali and involves the quarrying and supply of stone for this contract. The second is a £7 million contract for the construction of 17 km of dual carriageway roads to link Dubai International Airport, via the Al Garhoud Bridge, with Port Rashid. Two further contracts worth £2 million each are for the construction of 11 km of roads at Umm Ali Qiwain and for a pleasure boating harbour at Mina Seyaha.

An £11 million contract has been awarded to Cementation International Ltd to build and equip two 28-storey blocks of flats with an adjacent car park in the Farahzad district of Tehran. The contract is for the first stage of the Tehran Taj community development project, and will provide 208 flats to be completed in mid-1979. There will eventually be some 800 apartment units.

In Qatar, Costain Process Engineering and Construction Ltd has signed a contract worth approximately £9 million to erect an ammonia plant at Umm Said, for the Qatar Fertiliser Co SAQ. Along with the main works, Costain will build accommodation near the site for 430 workmen and staff, a pipe fabrication shop, stores and a workshop.

Kier International has gained a contract worth about £9 million for a steam power plant at Ras Al Khaimah, from the water and electricity authority of the United Arab Emirates. Kier International is the main contractor executing the civil works which consist of a sea intake, twin pipes, 17 m in diameter and 600 m long, a pump house, turbine and boiler house, connecting concrete culverts and an outfall basin.

Wimpey Asphalt Ltd has won its first contract in Abu Dhabi for the re-surfacing of the international airport. The contract, which is worth over £4 million, was to be completed in six months.

Taylor Woodrow-Towell has won a num-

[1] An annual article describing the overseas activities of British consulting engineers, architects and surveyors, also contributed by the Department of the Environment, was published in *Trade and Industry* on 23 September 1977.

ber of contracts in Oman, totalling more than £4 million, covering the design and construction of a veterinary clinic, construction of a road and the civil works associated with four standby power stations. The contracts awarded also include the design and installation of piped water supplies, important for the development of the country, and a block of shops, offices and flats which are under construction in the capital, Muscat.

Bovis Construction Ltd has been appointed to provide construction management for a major apartments complex near the centre of Tehran. Situated in the Vanak district of Tehran, the scheme will provide a total of approximately 100 apartments in two adjacent 14-storey blocks, with underground car parking, plant rooms and stores. There will also be a swimming pool, reservoir and gardens. The value of the building works is almost £4 million, and both blocks are scheduled for completion early next year.

Another large contract won by Cementation International Ltd is a 110-bedroom extension to the Bahrain Hilton, worth nearly £3 million. The extension will comprise an 'L'-shaped three-storey building to the south and east side of the existing pool terrace with balconies overlooking the pool. This will increase the capacity of the Hilton to 340 guest rooms with suites, it will also provide a health club and sauna complex as well as extending the present coffee shop.

Also worth almost £3 million is a contract won by Tarmac International to boost the water supply to the town of Sharjah in the United Arab Emirates. The scheme, known as the 'Sharjah Ring Main' will pick up water brought by pipeline from the Hamda Oasis in the Sharjah desert and feed it into the existing fresh water supply.

Deeley (Saudi Arabia) Ltd has secured a £2 million contract for the construction of a civil aviation directorate training school and hostel complex at Jeddah, Saudi Arabia. The buildings comprise the main teaching block and staff offices, kitchen area, recreation area and accommodation for 240 students, together with all associated site works.

Other firms active in the Middle East include Higgins and Cattle Ltd, George Dew International Gulf Piling Division and Simplex Piling Ltd, the latter being involved in installing cast-in-site driven piles in the United Arab Emirates.

Africa

A contract, worth £28 million, has been signed between the Nigerian Federal Ministry of Works and George Wimpey and Co (Nigeria) Ltd for the construction of 119 km of road between Jos, the capital of Plateau State, and Bauchi, the capital of the newly formed Bauchi State. Construction has started and is expected to take 31 months. George Wimpey and Co (Nigeria) Ltd has also been awarded a £12½ million contract for the construction of an advanced teacher training college at Pankshin in Plateau State, which will provide accommodation for 768 students and 104 staff. The students, when qualified, will teach in secondary schools throughout the federation.

BICC Ltd has won a contract worth £20 million from the Nigerian Ministry of Communications for the supply and installation of telephone cable networks in the three towns of Agbor, Benin City and Warri, situated in the oil-producing mid-west region of Nigeria. Survey work, manufacture, jointing and testing of the cables will be carried out by BICC Telecommunication Ltd. Balfour Kirkpatrick International Ltd will be responsible for the complete underground duct and trench system in which the cables will be installed. The work will be completed around the spring of 1979.

The Mowlem Construction Co(Kenya) Ltd has been awarded a contract worth £11 million from Tanzania's Ministry of Works, for a new port access road which avoids the city centre of Dar-es-Salaam. The project involves the construction of a 16 km four-lane highway and several bridges for major river crossings. The work should be completed by the spring of 1980.

The Mowlem Construction Co (Kenya) Ltd has a second contract in Africa, valued at almost £1 million, for the construction of the Garissa bridge in the north-eastern province of Kenya. The 126 m long, three-span steel bridge is to be built on piled foundations and will carry the main Kenya to Somalia highway over the River Tana.

A letter of intent was issued from the Kenana Sugar Co Ltd to award an £11 million contract to the Sir Alfred McAlpine Group of Companies, for concrete work associated with the sugar mill complex of the Kenana sugar project, at Kosti in the Sudan. The work includes the placing of 40 000 m^3 of concrete in foundations and paving, with the contract scheduled to be completed in the late summer of next year.

Kier International has been awarded a major road contract in the Republic of Malawi, from the Ministry of Works and Supplies, valued at over £7 million. The 70 km tarmac road will run from Kacheche to Chiweta, in the northern region of the country. In the south, the terrain presents no major engineering problems, but in the north the road will descend from the mountains down to the lake shore by a precipitous escarpment route. The road will link with another previously constructed by the Kier Group and should be completed in 1979.

In Kenya, Leonard Fairclough Ltd has secured a £5½ million contract for berth 18 at Mombasa Harbour. The new berth is adjacent to two already constructed by Fairclough in Mombasa and will be 180 m long. The berth will be of reinforced concrete and will involve considerable dredging and reclamation. In the contract, which is for the Ministry of Power and Communication, there is provision for options to incorporate roll-on/roll-off facilities and further extension of the berth. The work should be completed by the middle of 1978.

A subsidiary of Haden Carrier, Société Carrier, has received air-conditioning contracts worth £4½ million in Gabon, for the television centre and a hotel in Libreville, and in Nigeria, Société Carrier has received an order from Sonelgaz for air conditioning worth £1½ million.

Also in Nigeria, Haden Nigeria Ltd has received contracts for mechanical and electrical services worth just over £3½ million at Maiduguri Hospital in the north-east region and over £2 million at Ahmadu Bello University at Zaria.

Taylor Woodrow International has gained an irrigation contract from the government of Ghana, valued at £2 million. The project comprises the construction of canals and roads, land preparation including land clearing, harrowing and levelling for either furrow or paddy irrigation, and the creation of large water areas for the breeding and harvesting of fish, over a total of 2150 acres.

Marine dredging plant for berth 18 at Mombasa.

Oceania

Costain Australia Ltd has won a £33 million contract to build a bank, shops and office complex in Melbourne, for the state bank. The project is dominated by a 41-storey tower rising to 168 m, dwarfing surrounding buildings. It will house the head office and main branch of the State Bank – Victoria's oldest and largest savings bank. The office tower will rise through the northern end of a three-storey base building which will cover the entire 1½ acre site. This base will house banking chambers, arcades and a glass-

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	GF022	1845		2045	TUE 0540			TUE 0840	
TUE	GF008	1000			1930		2230		WED 0020
	GF124	1845	2050			WED 0600		WED 0850	
WED	GF004	1000				1940			2310
	GF024	1845		2045				THU 0705	THU 0850
	GF018	1915			THU 0445		THU 0745		
THURS	GF004	1000				1940			2310
	GF026	1845		2045			FRI 0710		FRI 0900
	GF014	1915			FRI 0445			FRI 0740	
FRI	GF010	1000				1940		2235	
	GF126	1845	2050		SAT 0550		SAT 0850		SAT 1040
SAT	GF012	1000			1930		2230		SUN 0020
	GF128	1845	2050			SUN 0600		SUN 0850	
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ENCIRCLE TI 658 ON PAGE 254 FOR FURTHER INFORMATION

Artist's impression of two hotels being built in Gydnia by Cementation International.

roofed gallery of shops providing more than 2790 m² of accommodation, arranged in two tiers around the sides of a rectangle – to be called 'the Galleria'. Beneath the centre will be three basements with parking space for 250 vehicles. Main entry to the tower will be through a covered plaza at street level. The lift lobby will have 19 lifts serving the upper floors. Work is due for completion in 1980.

Costain Australia is working on a contract of over £1 million to build a component workshop at Clyde, a suburb of Sydney, for the Public Transport Commission of New South Wales.

Haden Engineering Pty Ltd (a subsidiary of Haden International) has received several contracts for air-conditioning, individually valued at between £¼-£½ million in several, parts of Australia; the Edgecliffe Telephone Exchange, Sydney; Ansett Airlines, Sydney; the High Courts of Justice, Canberra; the Commonwealth Serum Laboratories, Melbourne; and the Marine and Harbours Department, South Australia.

En-tout-cas has been awarded a contract for £200,000 to surface the track being built at the new national athletics stadium in Canberra City with Olymprene. The order for the track, which will be the national centre for athletics in Australia, was placed by the National Capital Development Commission of Australia.

British construction work overseas

£ million (current price)

	1971-72	1972-73	1973-74	1974-75	1975-76 r	1976-77 p
Value of new contracts obtained						
Europe	52	59	62	164	69	81
Asia	60	91	225	559	565	1 011
Africa	75	88	138	258	491	363
America	72	50	54	72	93	140
Oceania	41	58	75	70	99	105
World total	300	346	554	1 123	1 317	1 700
of which:						
EEC	4	25	8	41	11	10
Middle East in Asia and Africa	45	75	211	531	548	872
Value of work done						
Europe	33	52	57	72	91	73
Asia	90	79	78	161	397	647
Africa	73	74	115	127	235	359
America	87	63	62	52	84	112
Oceania	37	49	57	55	74	92
World total	320	317	369	467	881	1 283
of which:						
EEC	8	10	11	21	27	17
Middle East in Asia and Africa	69	58	62	146	383	627
Value of work outstanding						
Europe	66	76	77	166	155	129
Asia	59	74	216	617	212	1 210
Africa	84	84	144	282	581	585
America	66	41	33	54	56	95
Oceania	85	97	121	134	160	179
World total	360	372	591	1 253	1 764	2 198
of which:						
EEC	5	21	15	38	32	10
Middle East in Asia and Africa	38	56	198	588	783	1 068

These figures include the contracts won, work done and work outstanding by wholly or mainly-owned subsidiaries of British construction companies. The financial years end on 31 March in each case. p Provisional. r Revised.

Europe

Cementation International has signed a £24½ million contract with the Polish foreign trade enterprise Intraco, for the design, construction and commissioning of two hotels at Gydnia for the Polish tourist organisation. The two hotels will adjoin each other, one being of three-star and the other of four-star rating. The former will consist of 11 storeys and 308 guest rooms, and the latter 14 storeys with 307 guest rooms and suites. Each will have its own enclosed swimming pool and underground car park. The hotels share a night club, cabaret club, casino and discotheque, and sauna baths. Each will be equipped with various restaurants, coffee shops, bars, shopping arcades and conference facilities. The contract covers all equipment, furnishing and fitting on a turnkey project basis.

Petrocarbon Developments Ltd (a member of the Burmah Group) has signed a letter of intent with Laing Projects Ltd, confirming that Laing will carry out the civil engineering construction valued at about £10 million, for the PVC complex being built by Petrocarbon at Wloclawek, Poland. Haden Young (subsidiary of Haden Carrier) has received orders totalling £3½ million for mechanical

and electrical services at the same PVC project at Wloclawek.

In France, Société Carrier, a member of the Haden Carrier Group, has received an order worth over £1½ million from G. D. Searle for air-conditioning its research laboratories near Nice.

Rest of the world

In Asia, Fluor Corporation has been awarded contracts totalling over £115 million for the engineering, procurement and construction management of two chemical facilities in the Republic of Korea. Fluor and Dow Chemical Korea Ltd, a subsidiary of Dow Chemicals of the United States, entered into contracts for a large world-scale chlorine caustic plant utilising Dow advanced diaphragm-cell technology. Fluor and Korea Pacific Chemical Corporation, a joint venture of Dow and a publicly-owned holding company, entered into contracts for three plants, also to utilise Dow's latest technology. Fluor contracts for both Dow and KPCC projects include utilities and off-site work. The engineering and procurement work for these facilities will be performed under the direction of Fluor (Great Britain) Ltd. Construction, to be managed by Fluor Korea Corporation, is scheduled for completion in early 1979.

PT Balfour Beatty Sakti Indonesia, a joint venture construction company incorporated in Indonesia and jointly owned by Indonesian nationals and Balfour Beatty, is responsible for the civil engineering works of a £54 million contract won by BICC, to expand the local telephone network in Indonesia. When complete, there will be an extra 123 700 line units serving 57 exchanges in 53 towns and cities.

The Mass Transit Railway Corporation of Hong Kong has awarded a £10 million contract for all permanent-way work on its new underground system, to the Henry Boot Gammon joint venture, sponsored by Henry Boot Construction Ltd in association with Gammon (Hong Kong) Ltd. The contract includes the track bed; the provision and laying of rail track; points and crossings; ballast and all ancillary components associated with the track for the whole of the modified initial system of the Hong Kong mass transit railway. There will be 32 km of single track to be laid continuously, supported on concrete plinths, 24 km of which will be tunnelled sections of the system, and 8 km on overhead concrete structures. The first trains are expected to run in September 1979.

Wimpey Canada has won over 30 contracts in Canada with a total value in excess of £25 million. The largest of these is a £6½ million contract from the Ontario Housing Corporation for a 290-apartment building at Etabicoke, Ontario.

Higgs and Hill has been awarded a civil engineering contract in Trinidad, valued at approximately £10 million. The project involves the construction of several sections of dual three-lane highway and extensive road improvements over a distance of 11 km between Port of Spain and Piarco International Airport. Four new bridges will be built and two existing bridges are to be demolished.

Overseas trade exhibitions

Growing interest of UK exporters in Iraq

From W. L. Cordiner, British embassy, Baghdad

Eighty three British firms were represented at the 14th Baghdad international fair which took place from 1 to 15 October. Sixty seven of them were in the British pavilion organised by BOTB, compared with 34 participants in 1976, the first year in which BOTB sponsored the event since the start of Iraq's oil-fed economic boom in 1973.

The increase illustrates the growing interest of British exporters in Iraq. Some were exhibiting for the first time in the hope of gaining access to the market for their products: others were returning to try to repeat their successes of last year. Most agreed that the fair had again proved itself to be a most valuable showcase both for newcomers and established exporters to the market.

The British products on display included construction materials and equipment, vehicles, educational aids, electrical and agricultural equipment and machinery, and some 250 exporters' representatives were on hand during the fortnight to promote sales.

To emphasise the importance which the British government attached to the event, Frank Judd, Minister of State for Foreign and Commonwealth Affairs, visited Baghdad during the fair. He toured the exhibition and attended the reception given at the British pavilion on the British national day. He heard at first hand a number of success stories from exhibitors including reports that all exhibits on three stands were bought in the opening days of the fair and that most other products were sold before the final day. In addition, many interesting and valuable inquiries were received which could lead to substantial business in the future. Several exhibitors said that soon after their return to Britain they would be making their bids for space in the 1978 event: a positive indication that they were well pleased with their efforts.

Atlanta focus on telecommunications

From D. Moore, British consulate-general, Atlanta

For the first time the international telecommunication exposition (Intelcom '77) was the first exposition completely organised and managed by Horizon House International of Dedham, Massachusetts, and it took place in the World Congress Center in Atlanta, Georgia, from 10 to 14 October.

Intelcom '77 brought together under one roof, manufacturers, government telecommunications administrations, end users, technical and financial experts, agents, distributors, consultants, educators and communications officials from around the world.

One of the primary objectives of the exposition was to focus on the telecommunications needs of developing nations and new technology in the industry.

The majority of equipment and systems displayed by the joint-venture group from Great Britain, jointly sponsored by the Electronic Engineering Association and the British Overseas Trade Board, was new – at least to the United States market. It included Viewdata, the system developed by British Post Office communications which enables subscribers, at the touch of a button, to call up information over their telephone and display it in words or simple diagram form on their tv screens. The first public live demonstration in the United States was given during Intelcom '77 in the Georgia World Congress Center, Atlanta.

The visual representation of the installation of the submarine system Columbus, a communications link running from Venezuela to the Canary Islands, opened for service on Columbus Day, 12 October. This visual representation was performed by Standard Telephones and Cables, Strand, London. Standard Telephones and Cables was also successful in selling a number of its Deltaphone telephones.

There were no success stories about business done by British exhibitors but all reported a considerable number of inquiries received during the run of the show which hopefully will result in future sales.

A total of 250 exhibitors took part in Intelcom '77 and there was a registered attendance of some 8000 persons of which, it is reported, 1500 came from 80 foreign countries.

Increasingly important role of EFF

From D. Keith Herndon, British trade development office, New York

Accommodations, venue, organisation and more were included in the praises, but exhibitors were most concerned and pleased with selling at the European fashion fair held in New York from 25 to 28 September; the majority, including first-time participants, did exceptionally well.

Total reported volume of British business written at the show was £750,000, with some designers reporting over £100,000, and others in the £25,000 to £40,000 range. Considering that many buyers were either placing or confirming orders after the show and total volume is projected at over £1 million, it is understandable why most were anxious for February and the spring show.

The actual number of British exhibitors

was 39; several others, however, missed the show due to late reservations. It is reported that the spring show is already sold-out. British participants numbered second only to France (39 against 61) and all were situated so as to take full advantage of the traffic flow. Total attendance was 4477 with a high of 1500 on the first day, Sunday.

In addition to their sales achievement, several designers reported that they had located agents for their lines; this aspect has traditionally been of great value to all and particularly for those just beginning to approach the American market.

In spite of price increases of 15 to 16 per cent over last year, the British had several 'best-sellers' including cashmere, knitwear, shetlands and kilts.

Fashion designers were abundant among the British contingent and were appropriately noted by *Women's Wear Daily* in a full page pictorial feature of outstanding presentations.

Liberty Prints continues its popularity and was the best seller among British lines. High-quality skirts with matching blouses and waistcoats, designer, day and evening dresses together with separates, matching sets of skirts or dresses and petticoats, skirt suits with matching pants and sporty blouses also scored high on buyers' preference lists.

Looks ranged from soft and dreamy to French peasant and were complimented by an array of elegant fabrics and vibrant colours.

All-in-all, it seems this show will play an increasingly important role in the US marketing of British fashions.

Set fair for good business from Fish Expo

From E. McDowall, British consulate-general, Washington

The temperate and precipitate climate of the United States Pacific north-west is very much akin to that of the British Isles, but UK joint venturers to the 11th annual commercial fish exposition ('Fish Expo '77') held in Seattle from 14 to 17 October were treated to a short, but welcome, Indian summer during their visit. First staged in Boston, Mass, in 1967, Fish Expo is now firmly established as the premier trade show for the commercial fishing industry in the United States. Commercial marine products from a record number of 262 exhibitors were displayed in the Seattle Centre's Coliseum Hall with a supporting programme of technical seminars and workshops taking place in several peripheral buildings during the course of the event.

Participating in Fish Expo for the second time (and for the first time in Seattle) was a joint venture of 10 UK firms sponsored by the British Overseas Trade Board and the City of Westminster Chamber of Commerce.

Fish Expo alternates annually between Seattle and Boston and for the 1977 event over 8300 trade registrants (also a record number) drawn from some 18/20 countries attended. The exhibit space covered an area of 90 000 sq ft and products and services displayed included aquaculture supplies and consultants, deck gear and hardware, engines, electronics, nets and ropes and safety and survival gear. The UK exhibit was well balanced and comprised seven companies with an interesting variety of marine products and equipment, two marine journal publishing firms, the British White Fish Authority and an information booth operated by the co-sponsor, the City of Westminster Chamber of Commerce.

One of the principal aims of the UK exhibitors was to establish contacts and outlets in the United States marine industry and two of the firms were successful in reaching initial agency arrangements, while four other companies made a number of contacts which could result in agency arrangements being concluded in the near future; the seventh firm in this category already has coverage in the Pacific north-west through its Canadian subsidiary in Vancouver, BC. The value of orders taken by the UK delegation totalled just over £50,000 and members estimated over the next 12 months that further business in the range of £280,000 to £350,000 could result from contacts made. Next year's Fish Expo will take place in Boston at the John B. Hynes Veterans' Auditorium from 25 to 28 October.

First joint venture at Het Instrument

From L. W. Zonnerveld, British embassy, The Hague

The 12th 'Het Instrument" exhibition, organised by an association bearing the same name uniting the interests of Dutch importers, distributors and manufacturers of scientific, laboratory and medical instruments, was held in all halls of the RAI exhibition complex in Amsterdam from 21 to 29 September.

Three hundred and thirty members of the association showed instruments made by some 3000 manufacturers world wide divided over 24 000 m^2 of net stand space. About 56 000 directors, buyers of companies, medical specialists and other professionally interested specialists including chemists, physicists and scientific researchers visited this important international event.

For the first time ever it had been possible to arrange and mount a British joint venture in the exhibition halls. Although the embassy in The Hague was helped tremendously in organising an extremely successful British Day in conjunction with the previous 'Het Instrument' exhibition, the local organisation's rules do not formally allow foreign participation except by companies with Dutch agents and subsidiaries. As an exception to the general rule and as an experiment, the British Laboratory Ware Association was, after serious negotiations, given the opportunity by its sister organisation 'Het Instrument' to participate with some of its members not represented in the Netherlands.

The attractive-looking, open-design British exhibit, sponsored by the BLWA in collaboration with BOTB, was strategically placed near an eye-catching non-commercial decorative tin display in the centre point of all the halls of the RAI exhibition complex.

Six British instrument manufacturers and the BLWA found ample place to display their literature and instruments. Although few in number, the contingent presented an interesting variety of laboratory instruments and equipment which included gas detection modules, fraction collectors, scientific and laboratory glass instruments and electronic weighing and counting machines.

For three of the companies participating, the experimental character of this venture was very real, 'Het Instrument' being their first foreign exhibition ever. But every opportunity was grasped by all the British participants to make their mark at this important international venue. On the last day of 'Het Instrument' the balance was struck and it was felt that the experiment had been worthwhile. Agency approaches had not only come from the Netherlands but also from Switzerland, France, West Germany, Turkey and other countries.

After sifting the vast number of inquiries received from Dutch instrument importers, the majority of the British participants made durable connections with their prospective choice for the Netherlands.

All exhibitors, without exception, were extremely pleased with the results of their participation. Special mention should be made of the preparatory work and assistance during this exhibition from the BLWA represented by Mrs J. D. Marich.

Second world congress on intensive care

From Robert Hyde, Second Secretary (Commercial) British embassy, Paris

The Centre International de Paris at Porte Maillot was host between 19 and 23 September to the second world congress on intensive care (the first took place in London in 1974). Associated with the congress were a small scientific exhibition and a larger technical and commercial exhibition occupying an area of roughly 2000 m^2. At the latter, Britain was the principal foreign exhibitor among 10 countries, and of the total of just over 100 companies taking part no fewer than 24 were in the joint venture sponsored by the British Health-Care Export Council.

As befitted the size and importance of the British group, the joint-venture site was at the very heart of the exhibition, and as a result the British stands reaped the full benefit from a large attendance. Western Medical obtained a sizable order for their water beds from a French group, while the Mediscus air bed of Watkins and Watson and the air flotation bed of Beaufort Air-Sea Equipment attracted much interest. In other fields, Warne Surgical Products recorded excellent results with its catheters, while Vitalograph had a success with its pulmonary monitor for home use.

The British participation in this important international event was successful, and particularly encouraging in view of the importance of exports in the medical and hospital equipment field, in which Britain has so much to offer.

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GENERAL

Jan. 18 Understanding foreign exchange — a half-day seminar directed to practical considerations.

THE AMERICAS AND CARIBBEAN

Nov. 21 Argentina — 3-day Businessman's Course, Farnham Castle.

Nov. 28 Venezuela — report-back meeting following mission.

Jan. 19 Repeat seminar — "The Anatomy of Product Liability Insurance". N.B. First edition, published papers now available: £20 plus £2 p. & p.

ASIA AND PACIFIC

Dec. 14 South East Asia Business Club — quarterly meeting. (Membership open to those involved in ASEAN trade and investment).

Dec. 14 Japan/Hong Kong — report-back meeting following mission.

Jan. 12 Philippines/Singapore — report-back meeting following mission.

1978 MISSIONS WITH BOTB SUPPORT GRANTS (CLOSING DATES NOV-JAN)

Feb. 17 Mexico (14 days)
High-level mission for suppliers of steel plant, petro-chemical and heavy machinery, machine tools, and printing machinery.

Mar. 3 Thailand (7 days)
Scatter mission based Bangkok; open for extension in private capacity, but not supported.

Mar. 3 United Arab Emirates (10 days)
For engineers, suppliers of consumer durables and hospital equipment, and those interested in joint ventures.

Mar. 4 South Africa (15 days)
Bi-annual general trade mission.

Mar. 31 New Zealand/Australia (23 days)
Bi-annual general trade mission.

Apr. 6 Argentina/Uruguay/Paraguay (15 days)
High-level mission for suppliers of capital goods, financial and consultancy services.

Apr. 30 Egypt/Lebanon (12 days)
General industrial mission, in Egypt to exploit new 'open-door' policy.

EASTERN EUROPE (dates subject to confirmation)

Nov. 17 Meeting & Reception — first Sec. (Commercial), British Embassy, Prague to discuss Czech business opportunities.

Nov. 23 Inward Mission from Czechoslovakia — a chance to meet this mixed industrial delegation.

Dec. 14 Conference on trade with Soviet Union with noted British and Russian speakers.

WESTERN EUROPE

Nov. 22 "The EEC in Action" — 3-day visit to Community institutions in Brussels.

Nov. 29 Luncheon for Portuguese Ambassador, who will speak on recent developments and legislation.

Dec. 2 Israel — report-back meeting following mission.

Dec. 8 "Purchasing in the EEC" — a business clinic to discuss current practice with noted experts.

Jan. 17 "Productivity — the way to a higher standard of living" — a one-day conference with senior management, union and academic speakers. Granada TV documentary films presented by Mike Scott.

Jan. 20 "Portuguese Export Workshop" — a half-day conference to examine trade opportunities.

These activities cover the period November-January. An extended list is featured in the Chamber's International Diary available on request. Application forms, or further information, can be obtained through Beth Tweedale at the address ABOVE, or by telephoning 01-248 4444 ext. 320.

1978 EXHIBITIONS (STILL OPEN) WITH BOTB SUPPORT GRANTS

May 9 Compec Europe (Computer Peripherals and Software)
Brussels — 3 days

Sep. 10 Fire Chiefs Conference and Exhibition
Cincinnati — 5 days

Sep. 11 Electric-Mining
Johannesburg — 5 days

Oct. 17 Transport '78
Munich — 5 days

Oct. 30 Machevo/Milieu
Utrecht — 6 days

Nov. 14 Southern Plant Engineering and Maintenance
Houston — 3 days

********** *OTHER SERVICES OF THE INTERNATIONAL DIVISION* **********

Executive Travel Circle

Membership of the Travel Circle is open to individual persons or companies if they are members of the London Chamber, or any other UK Chamber of Commerce. This scheme enables members to obtain guaranteed rates, corporate rates (normally only available to the largest companies) and discounts on car-hire, hotel accommodation, etc.

Small Firms Advisory Service

This service provides help and advice for the smaller company wishing to expand its business through exports, but who may lack the personnel and time to investigate new markets.

International Business Training Programme

EEC procedure and documentation, import customs practice, how to start in export, securing payment for exports, and many other subjects in a full programme.

Export Strategy Conference

Published papers from the very popular two-day July conference at the Cafe Royal are now available. The papers also include the speeches by the Secretary of State for Trade and the Rt. Hon. Peter Walker MP who concluded the conference. Price £18, plus 60p postage and packing.

Language Courses

Arabic, German and Spanish scheduled. Intensive residential courses at a quiet country hotel designed to provide a basic 450-word vocabulary.

Special Business and Market Reports

A new scheme which offers over 50 titles of new and recently published major research reports from noted sources such as the Financial Times, Metra Consulting, Middle East Economic Digest, Sino-British Trade Council, at special prices for International Division members.

ARE YOU A MEMBER?

The London Chamber of Commerce and Industry is a subscription organisation, in being to protect the domestic trade interests of its 9,000 members in London and the South East, and to develop international trade relations on behalf of British business. For further information, please contact the Membership Department.

ENCIRCLE TI 658 ON PAGE 254 FOR FURTHER INFORMATION

Au Printemps proves most successful ever

From Peter Gregory-Hood, British embassy, Paris

The recent British promotion in Au Printemps from 21 September to 17 October has been the largest and most successful ever done by this famous Parisian store. The promotion took place in 30 or more Au Printemps shops and affiliates throughout France.

One hundred and fifty thousand people per day pass through Au Printemps' boulevard Haussmann store alone, so that British goods received an excellent exposure in the heart of Paris. Additional buying for the promotion exceeded £1.25 million at first cost. The public relations cost of the promotion topped £115,000, and the British Overseas Trade Board made a very useful financial contribution.

In the first 12 days of the promotion, Au Printemps sold Fr 2.7 million worth of British goods in the boulevard Haussmann store alone, (and only in the 1400 m² of that part of the store devoted to the promotion), which accounted for more than the management had expected to do during the entire promotion. Four lines which have been particularly successful are textiles, food, household, leisure goods and furniture. (As far as fashion is concerned, the British look and British fabrics are very much 'in' this winter in France.)

The overall sales figure for the promotion itself has been given as Fr 4.4 million for the boulevard Haussmann store, (but this is likely to be nearer Fr 5 million when all sales have been finally calculated). The figure is about Fr 10 million for all the stores taking part in the promotion.

Au Printemps reported that they sold in 10 days 900 lb of fresh salmon, 6000 pints of beer and 5000 bottles of whisky. They also sold in one day 1000 lb of York ham, 2.5 tons of jam in two days, nearly 4000 kilts and, somehow, 10 bowler hats during the whole period.

'Persistency fashions its own rewards in Munich'

From D. T. Cox, British consulate-general, Munich.

Forty British companies took part in the Munich fashion week held for the thirty-sixth time between 2 to 6 October. Out of these 28 were involved in a joint venture between the Clothing Export Council and the British Overseas Trade Board. The overall British participation took fifth place behind that of West Germany, France, Italy and Austria.

The British joint venture occupied the now traditional site of 660 m² in hall seven and the participating firms comprised a healthy mixture of 'mode woche' regulars and relative newcomers, exhibiting for the first or second time. Although fewer firms were actually involved this time, the concept of one unified set of stands proved far more satisfactory for all concerned than in April when nearly half of a much larger venture occupied what amounted to an annexe site in an outer-hall. It was pleasing to see that several of the newer firms who had occupied stands in hall 14 in April, were able to be incorporated in hall seven on this occasion.

For this 'mode woche', the organisers reverted to the old practice of starting the event on a Sunday. After a not surprising excess of 'sightseers' on this day, the general impression was of fewer visitors throughout the week, despite the figures quoted by the organisers. Apart from general economic conditions, a possible contributory factor put forward by exhibitors was that a poor summer, following an exceptionally good one in 1976, had left people with too much stock, this being particularly true of dresses.

Nevertheless, most UK exhibitors were very pleased with the level of orders taken and the amount of potential business from inquiries received. A few of the older hands claimed to have had their best ever autumn 'mode woche', emphasising the value of continued participation. A vital factor in building up contacts and regular customers, which can be adversely affected by missing out on one or two fairs. For this reason, it is especially to be hoped that several of the newcomers, most of whom seem to have done reasonably well this time, will return for future events and perhaps feel the full benefit of their initial participation.

As usual, the joint venture represented a fairly wide cross-section of clothing manufacturers and it was pleasing to record some notable success stories in a variety of areas. F. J. Bacon, Clan Crest, Clan Laird and Laird Portch fashions underlined the continued popularity of kilts and Scottish knitwear in this market. Jean Varon Ltd, exhibiting their day and evening dresses both as part of the joint venture and independently in the Munich Hilton, reported high levels of orders from both locations. The coats, dresses and suits of Cojana International drew orders far in excess of their own most optimistic estimates. For Saul Sandler and Son Ltd, firm orders of at least £120,000 continue to justify this furriers' participation in the autumn fair, not of course, the traditionally strong time of year for such exhibitors. Hershelle and Young Mayfair claim to have 'stopped them in the aisles' with their range of quality evening dresses. Manufacturers of suede and leatherwear continue to illustrate the demand for quality goods in this market.

A generally satisfactory fair for our exhibitors with many old contacts being consolidated to good effect and some useful new ones made in Germany, Austria and Switzerland. The next Munich 'mode woche' takes place between 2 and 6 April next year.

Emphasis on printing, textiles and public works equipment in Algiers

From J. R. Jamieson, British embassy, Algiers

Britain was among 35 countries represented at this year's international Algiers trade fair, held from 21 September to 7 October. There were two newcomers, Albania and Japan, but overall there were fewer pavilions than in previous years. Most of the western European countries were there. The European Economic Community had a stand for the first time, explaining the relations between the EEC and the rest of the world, in particular with Algeria and the Lomé convention countries.

The British pavilion housed 13 companies this year, compared with 17 in 1976 and 25 in 1975. In addition, there were five British firms showing goods in the foreign firms' pavilion. There was also an official 'projection of Britain' display of photographs devised by the Central Office of Information. The Algerian Minister of Commerce attended the British National Day reception and spent an hour talking to exhibitors and visiting the stands.

The emphasis in the British pavilion this year was on printing, textiles and public works equipment. In the first sector the Monotype Corporation and the Linotype Machinery Co between them showed a good range of advanced composing and other printing industry machinery. Bates Ltd of Leicester had an impressive display of finishing, cutting and folding machinery as well as a heat-transfer textile printing machine. Camber International Ltd displayed a range of circular knitting machines, which they claim to be the fastest of their type in the world. Complementary to these two stands, P & T Textiles presented a range of industrial filters and fabrics for industrial transfer printing and textile finishing.

In the public works field, J. C. Bamford Ltd displayed a wide range of excavators and articulated loaders which continue to sell well in this market. Coles Cranes Ltd, another well-known name in Algeria, brought its latest cranes and Hydra trucks.

Among the newcomers, Leslie Hartridge Ltd showed their diesel fuel pump testing equipment and received an order worth £40,000 from the State Fisheries Organisation. Thorn Electrical's domestic equipment attracted many visitors. The company was invited to bid for an order for 30 000 colour tv receivers. The Black and Decker range of power tools also proved popular and the firm will be pressing strongly for a share of the expanding market.

For the fourth year running, Neil and Spencer displayed their textile degreasing and washing machines; the company continues to do good business in Algeria. Another British firm active in exporting, Simplon Interline Ltd, returned for their third year to show its mobile lighting sets.

British Caledonian Airways also took space, to advertise their thrice-weekly direct flights between London and Algiers and their new direct connection from London to Houston.

The commercial results for British companies were mixed. The special fair quota, permitting goods displayed to be sold after the fair was more limited this year, and the Ministry of Commerce ruled that only one or two examples of each type of material could be included in each country's quota. The British pavilion received a quota worth 3 million DA out of a request for 4.7 million DA and some of the British firms' goods were totally excluded from the quota.

Overseas trade country data

Antigua

Import licensing. The Antigua authorities have announced that import licences are now required for the following goods:

Paints – emulsion
Paints – oil
Refrigerators
Stoves
Toilet soap

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Australia

Potatoes and processed potato products. A notice in *Trade and Industry*, 8 April made reference to the Industries Assistance Commission draft report on the above commodities. In the light of recommendations made, the Australian government has announced the following tariff changes:

Goods	Import duty
Fresh or chilled potatoes (tariff heading 07-01.200) (existing embargo provisions on this item will continue)	10%
Frozen (07-02.900) and canned (20-02.700)	20%
Dehydrated (07-04.900) and potato flour, meal and flakes (11-05)	50%

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Luggage. A notice in *Trade and Industry*, 3 June, reported that the Australian Department of Industry and Commerce had received a request for temporary protection against the import of luggage (tariff item 40.02.900).

The department has now referred the request to the Temporary Assistance Authority for inquiry and report within 30 days; the public hearing will be held in Canberra on 2 November.

UK firms and trade associations intending to submit evidence at the public hearing should advise the Department of Industry and Commerce immediately at PO Box 80, Canberra ACT 2600. Evidence may be submitted through the accredited agent of the firm or trade association concerned, or through the Australian-British Trade Association, 6th Floor, Dorland House, 18-20 Lower Regent Street, London SW1Y 4FW, tel. 01-930 2524, who will represent UK interests if authorised. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.
Ref: CRE 862/77.

Belgium

Excise duties on cigarettes. The *Moniteur Belge* 201 of 15 October 1977 published a decree dated 12 October 1977 amending the excise duty on cigarettes. The special duty levied in addition to the *ad valorem* and specific excise duties on cigarettes manufactured in or imported into Belgium has been changed to 1 per cent of the retail price plus 0.017 franc per cigarette, the cumulative total of the *ad valorem*, specific and special excise duties not being less than 0.80 franc per cigarette. The decree entered into force on 15 October 1977.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Brazil

Proposed duty increase on azo-di-carbonamide. Customs policy council edital 868, published in the *Diaro Oficial* of September 29, gave notice that the council was considering a proposed increase in duty on azo-di-carbonamide, under tariff heading 29.28.22.00, from its current rate of 35 per cent to 45 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Burundi

Industrial property convention. The government of Burundi has given notice of its accession to the International Convention for the Protection of Industrial Property (as revised in Stockholm in 1967), and an order in council was made on 11 October 1977 declaring Burundi to be a convention country for all purposes of the acts relating to patents, designs and trade marks. The order came into effect on 12 October 1977.

Copies of the order (SI 1977 1633) may be obtained from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London WC2A 1AY and from all branches of Her Majesty's Stationery Office, price 10p net.

Egypt

Tariff changes. Modifications have been made to the customs duty of various goods as follows:

	New import duty rate
Woven fabrics, tulle, lace and embroidery and made-up articles thereof:	
a of wool or fine animal hair	150%
b of cotton	150%
c of synthetic or artificial fibres	250%
d of silk or others	250%
Glassware for home use and lustre of glass (70.13, 70.14 A)	300%
Flat butanegas stoves (73.36 A)	200%
Refrigerators for domestic use, more than 15 c.f. (84.15 L4)	200%
Butanegas water heaters (84.17 B)	250%

Inquiries: OTAR 01-248 5757 ext. 472/471/473/462.

France

Trichlorophenoxyacetic acid. An order of the Ministry of Agriculture dated 21 October 1977 placing 2,4,5 trichlorophenoxyacetic acid on section C of list I of poisonous substances was published in the *Official Journal* of 12 October 1977.

A further order of the same date laying down the conditions of use of 2,4,5 trichlorophenoxyacetic acid and its salts in weed and brushwood killers was also published in this journal.

Copies of the French text of both orders can be obtained from OTAR 01-248 5757 ext. 423.

Health and dietetic foods. The French *Official Journal* of 13 October 1977 published a correction to annex IV and annex V of the order of 20 July 1977.

Copies of the French text of the order and the corrections can be obtained from OTAR 01-248 5757 ext. 423. The corrections are being incorporated in the translation which is in progress.

Seatbelts. An order published in the *Official Journal* of 12 August 1977 announced that with effect from 1 October 1978 the front seats of all private motorcars and the rear seats facing the front of new cars must be equipped with seatbelts satisfying either the requirements of EEC council directive of 27 July 1976 or those of the order of 5 February 1969.

Folding seats and seats backing the front of the vehicles are exempt from this requirement as also central rear seats when the outboard

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

seats are equipped with belts with three anchorages.

Copies of the French text of this order can be obtained from OTAR 01-248 5757 ext. 423.

Greece

Withdrawal of duty. The Greek press of 5 October announced that duty would not be charged during 1978 on imported animal feedstuffs including the following:

fishmeal, meatmeal, soya flour and sunflower; flour additives such as proteins, inorganic salts, vitamins, trace elements, antibiotics and nitrogen based additives; supplements such as amino acids, cod liver oil, and fortifiers including fermentation by products, buttermilk powder, enzymes, colouring agents, antioxidants, sweeteners and flavourings.

Inquiries: OTAR 01-248 5757 ext. 439.

Guatemala

Import duty on passenger automobiles amended. Congressional decree 37–77 reduced the rate of import duty to be levied on passenger automobiles under tariff heading 732-01-02. The new rate is as follows:

On passenger vehicles up to a value of Quetzals 6,500.00 cif 40%
The duty on vehicles classified under this heading shall be increased by 4 per cent for every Quetzals 100, or part thereof, in excess of Quetzals 6,500.00. This value includes the tools and accessories which form part of the normal equipment of the vehicle. The duty may not exceed 100 per cent of the value of the vehicle.

This decree came into force on the date of publication, 11 August 1977.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Hong Kong

Industrial property convention. The government of the United Kingdom informed the director general of the World Intellectual Property Organisation in a notification dated 9 August, that under article 24(1) of the Paris Convention for the Protection of Industrial Property, the said convention will apply to Hong Kong.

An order in council was made on 11 October 1977 deeming Hong Kong to be a convention country for all purposes of the acts relating to patents, designs and trade marks. The order comes into effect on 16 November 1977.

Copies of this order (SI 1977 no 1634) may be obtained from the Patent Office, Orpington, Kent BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London WC2A 1AY, and from all branches of Her Majesty's Stationery Office, price 10p net.

Indonesia

Import duty change: sanitary towels. The Indonesian Minister of Finance has announced, with effect from 30 August 1977, that the import duty and sales tax on sanitary towels (CCCN 59.01.90 and 62.05.00), will be 60 per cent and 10 per cent respectively.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Malta

Amendments to pesticide regulations. The Malta authorities have published legal notice 134 of 1977 which has made the following amendments to the Importation, Sale and Use of Pesticides Regulations, 1967:

No person may import, use or sell any pesticide, any ingredient of which consists of one or more of the chemical compounds set out in the second column of the first or second schedule to the above regulations.
It has now been prohibited to import, use or sell a pesticide which contains vinyl chloride.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Netherlands

Pharmaceuticals. Two decrees dated 8 September 1977 (*Staatsblad* 537 and 538), published on 11 October, contain regulations on 1 registration and 2 preparation and distribution of pharmaceutical specialities and pharmaceutical preparations respectively.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

New Zealand

New Zealand-Australia free trade agreement (Nafta). The New Zealand Minister of Trade and Industry has announced a proposal to add the following list of items to schedule A of the Nafta agreement.

Tariff heading	Description
07.02	Vegetables (whether or not cooked), preserved by freezing, via mushrooms
49.07	Unused postage, revenue and similar stamps of current or new issue in the country to which they are destined; stamp-impressed paper; banknotes, stock, share and bond certificates and similar documents of title; cheque books, viz travellers cheques
69.05	Roofing tiles, chimney-pots, cowls, chimney-liners, cornices and other constructional goods, including architectural ornaments, viz terra-cotta roof tiles
73.20	Tube and pipe fittings (for example, joints, elbows, unions and flanges), of iron or steel, viz malleable cast-iron pipe fittings
73.04	Other articles of iron or steel, viz roofing tiles other than of galvanised steel coated with a layer of bonded mineral substances
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes. jacks, pulley tackle, belt conveyors and telpherics), not being machinery falling within heading 84.23, viz cable winches, conveyors and parts thereof
84.25	Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than those of a kind used in the bread grain milling industry falling within heading 84.29), viz power operated grass mowers, whether or not self-propelled, reel type, imported with engines and parts thereof
84.38	Auxiliary machinery for use with machines of heading 84.37 (for example, dobbies, Jacquards, automatic stop motions and shuttle changing mechanisms); parts and accessories suitable for use solely or principally with the machines of the present heading or with machines falling within heading 84.36 or 84.37 (for spindles and spindle flyers, card clothing, combs, extruding nipples, shuttles, healds and heald-lifters and hosiery needles), viz heald wires and reeds for non-industrial weaving looms
97.04	Equipment for parlour, table and funfair games for adults or children other than billiard tables and billiards requisites; table-tennis requisites; dartboards, darts and dart flights; pool balls, snooker balls; indoor croquet and skittle requisites; sets comprising slot-racing motor cars with track layouts

British companies wishing to make representation against the inclusion of particular products in the nomination list should forward their submissions to the Secretary of Trade and Industry through the British High Commission, PO Box 369, Wellington, New Zealand by 15 November 1977.

Inquiries: CRE 01-215 5321. Ref: CRE 35252/3

Nigeria

Import of blank invoices. *Trade and Industry* of 22 July reminded intending business visitors that the import of blank invoices is strictly prohibited. The Chief Collector of Customs and Excise has stated that neither is it permissible to import headed paper or any other material for the purpose of writing pro forma invoices.

Panama

Import quotas. The Price Control Office of the Republic of Panama, in resolution 66, announced the following quotas:

Tariff no.	Products	Quota per annum
062.01.03	Sugar confectionery, caramels and other similar sugar-based products and sugar preparations	10 gross kilos
062.01.99	Sweets and bonbons	10 gross kilos

No further details are available.

Inquiries: OTAR 01-248 5757 ext. 464/474.

South Africa

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 14 October.

R.2075 CCCN 51.01: Specific provision is made for stretch or bulked yarn of cellulosic fibres (continuous) and the rate of duty of yarn exceeding 150 dtex but not exceeding 780 dtex is increased from free to 20 per cent or 100 c per kg.

R.2077 CCCN 68.07: The rate of duty on board (including tiles) of a slag wool, rock wool and similar

CRE	Commercial Relations and Exports Divisions Tel. Direct dialling (see end of each notice)
OTAR	Overseas Tariffs and Regulations Section Tel. 01-248 5757 (extension at end of each notice)

mineral wools and mixtures thereof, of a thickness exceeding 10 mm but not exceeding 26 mm, is amended from 65 c per m^3 to 20 per cent or 300 c per m^2 less 80 per cent of the fob price.

R.2079 CCCN 32.09, 76.02, 76.03, 76.04, 76.06 and 76.16: The rates of duty on certain aluminium products are amended.

R.2076 Surcharge item: 175.00 CCCN 76.00: This amendment is consequential to the amendment of Part 1 of schedule No 1. The rate of surcharge is 15 per cent.

Industrial rebates

R.2078 Item 311.04 CCCN 51.01: The effect of this notice is that yarn of cellulosic fibres (continuous), for use in textile knitting may no longer be entered under rebate of duty. Extent of rebate is not exceeding 5 per cent.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Customs tariff application. Customs tariff application list 28/77, published in the South African *Government Gazette* of 28 October, contains an application to the Board of Trade and Industries for increase on:

Pressure reducing valves for gas cylinders and the like, exceeding 10 kpa delivery pressure, classifiable under tariff subheading 84.61.10.

Hand operated gas torches (blowpipes), for soldering brazing, welding and cutting, classifiable under tariff subheading 84.50.10.

Nozzles for gas cutting and gas welding appliances classifiable under tariff heading 84.50.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET, 01-215 5274.

Thailand

Precious, semi-precious and imitation jewellery. The Thai government has issued customs notice 31 (BE 2520 1977) which came into effect on 7 September, whereby the customs tariff is amended to read as follows:

Heading no./description	Rate of duty: Ad val. per cent	Specific duty: Unit	Specific duty: Rate per unit Baht
70.19 Glass beads, imitation pearls, imitation precious and semi-precious stones made of glass, fragments and chippings, fancy or decorative glass smallwares, and articles made therefrom; glass cubes and small glass plates, whether or not on a backing, for mosaics and similar decorative purposes; glass eyes, including those for toys but excluding those for wear by human; ornaments and other fancy articles of lamp-worked glass; glass grains (ballotini)			
a Imitation precious and semi-stones which have not yet worked or uncut		Free	
b Others	50	—	—
71.02 Precious and semi-precious stones, unworked, or otherwise cut or worked but not mounted, set or strung			
a Unworked, including those roughly worked but uncut		Free	
b Others	20	—	—
71.03 Synthetic or reconstructed precious and semi-precious stones, unworked, or otherwise cut or worked but not mounted, set or strung			
a Unworked or uncut		Free	
b Others	20	—	—

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

A library for exporters

Foreign trade statistics and other economic statistics from almost every country in the world are available for reference in the Statistics and Market Intelligence Library at Export House, 50 Ludgate Hill, London EC4M 7HU. A modern well-equipped library of over 85,000 volumes, it has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of overseas manufacturers. The library opens from 9 to 5.30, Mondays to Fridays (tel. 01-248 5757, ext. 368 or telex No. 886143).

Penetrate the heart

Penetrate the heart of the largest construction market in the world with MIDDLE EAST MATERIALS AND EQUIPMENT, to be launched in November 1977. Well researched controlled circulation of 7,677, reaching senior officials and executives within Building and Civil Engineering Contractors, Government Depts. and State Organisations, Architectural Practices, Consulting Engineering Firms, Importing and Trading organisations etc. The subscription rate is £16 (UK only). (Cheques made payable to B.W.S. Publishing Ltd). For all enquiries (subscription and advertising) contact J. Brazier at: (Dept. TI) B.S.W. Publishing Ltd., 4 Addison Bridge Place, Kensington, LONDON. W14 9BR Tel: 01-603 4567

A BWS Publication

Publishers of the Architect, Builder and Decorator, Plant International, Public Service and Local Government, Q.S. Weekly, Middle East Materials and Equipment, West African Materials and Equipment.

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotions Division of the Department of Trade (at the appropriate regional office for firms outside London, and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The department, in co-operation with commercial officers at embassies, high commissions and consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the commercial officers to get up-to-date information about the market. The Department of Trade would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas commercial officers to be of the greatest assistance to UK visitors the department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

Regulations on cosmetics. The Thai Ministry of Public Health have issued notice 6 (BE 2520-AD 1977) which came into effect on 13 July, whereby the items (listed right) of ingredients used for cosmetics, are added to those listed in Ministry of Public Health Notice 4. (BE 2519-AD 1976).

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Regulations on cosmetics. The Thai Ministry of Public Health has issued notice 8 (BE 2520 AD 1977) which came into effect on 20 September and amends Ministry of Public Health Notice 4 (BE 2519 AD 1976) as follows:

(b) Organic colours obtained through syntheses per the list annexed hereto.'

A new section should be included and this will be 6(d) and shall read as follows:

(d) Colours recognised by USFDA (United States Food and Drug Administration) as appeared in the CFR (Code of Federal Regulations) in its last issue about colours or the colours prescribed for use by the Council of the European Communities according to the Council Directive of 27 July 1976 on the approximation of the laws of the Member States relating to cosmetic products.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Item	Ordinary and chemical name	Colour index number or other names (if any)	Code of colour	Stipulation
	Reds			
111	Disodium salt of 2-(5-sulfo-2,4-xyleneazo)-1-naphthol-4-sulfonic acid	CI. No 14700 FD & C Red No. 4 Food Red I	Bhor.Yor. Sor. 0048	—
	Disodium salt of 3-(5-sulfo-2,4-xyleneazo)-4-naphthol-1-sulfonic acid			—
	Oranges and yellows			
112	Potassium salt of 4,5 dibromino fluorescein	CI. No. 45370 K salt D & C Orange No. 7 Acid Orange II	Yor. Sor. 1114	—
113	Trisodium salt of 4-(4-sulfoazobenzene)-1-(4-sulfophenyl)-5-pyrazolone-3-carboxylic acid	CI. No. 19140 FD & D Yellow No. 5 Food Yellow 4	Or. Yor. Sor. 1115	—
	or Trisodium salt of 4-(4-sulfoazobenzene)-1-(4-sulfophenyl)-3-carboxy-5-pyrazolone			
114	Disodium salt of 1-(4-sulfoazobenzene)-2-naphtol-6-sulfonic acid	CI. No. 15985 salt FD & C Yellow No. 6 Food Yellow 3	Or. Yor. Sor. 1116	
	Greens and blues			
115	Disodium salt of condensation of p-hydroxybenzaldehyde with N-ethyl-N-phenylbenzylamine (2 mol) trisulfonate the product, oxidise, and isolate as sodium salt	CI. No. 42053 FD & C Green No. 3 Food Green 3	Or. Yor. Sor. 2107	
116	Polysulfide of sodium alumino silicate	CI. No. 77007 Ultramarine Blue Pigment Blue 29	Bhor. Yor. Sor. 2108	Eyelid application
	Violets			
117	Polysulfide of sodium alumino silicate	CI. No. 77007 Ultramarine Violet Pigment Violet 15	Bhor.Yor. Sor. 4006	Eyelid application

Turkey

Import deposits. Cash guarantees which importers are required to deposit have been increased from 20 per cent to 30 per cent of value of imports on liberalised list I and from 10 per cent to 15 per cent of value of imports on liberalised list II. Guarantees for goods covered by the allocation list remain unchanged.

Inquiries: OTAR 01-248 5757 ext. 439.

Road transport agreement. On 14 September the Department of Transport announced the signing of a road transport agreement between the UK and Turkey.

Inquiries: Department of Transport 01-212 0431.

United States

Imports of speciality steels under quota. The following table, derived from statistics made available by the US customs service, shows the products which are subject to the US quotas from the EEC for the 12 months 14 June 1977 to 13 June 1978 and US imports of the products concerned from the EEC during this period, as at 21 October 1977.

Pounds weight

Product	US import quotas for 12 months 14 June 1977 to 13 June 1978	US imports during this period as at 21 Oct 1977
Sheets and strips of stainless steel (item 923.20)	32 600 000	14 326 828
Plates of stainless steel (item 923.21)	6 000 000	1 773 709
Bars of stainless steel (item 923.22)	5 200 000	2 204 964
Wire rods of stainless steel (item 923.23)	15 200 000	Quota filled
Alloy tool steel (item 923.22)	7 000 000	Quota filled

Inquiries: CRE 01-215 5629.

Yemen Arab Republic

Normal business. The Yemen Arab Republic remains calm following the assassination of President al-Waindi on 11 October. UK businessmen are advised that local businesses are operating normally and there are no objections to commercial visitors to the YAR.

Inquiries: CRE 01-215-5221.

Soft drinks. Advance warning is given that the Ministry of Supply and Trade have informed the commercial department of the British embassy that they are drawing up regulations relating to the import and content of soft drinks. Meanwhile the ministry has announced a temporary ban on the import of soft drinks.

No further details are available.

Inquiries: OTAR 01-248 5757 ext. 420.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million				£ million		
						18,041	10,528	1,830	1,929			
1970	100.0	31,696	9,453	2,130	1,799	444	325	68	−16	695	−25	720
1971	101.8	32,675	9,682	1,991	1,930	92	−148	52	18	1,058	280	778
1972	104.2	34,542	9,797	1,738	2,071	34	−145	48	15	105	−702	807
1973	110.4	36,062	10,253	1,753	2,414	1,321	597	102	379	−922	−2,353	1,431
1974	109.5	35,361	10,287	2,028	2,414	596	634	81	−109	−3,565	−5,194	1,629
1975	107.8	35,257	10,062	1,744	2,034	−743	−429	−111	−65	−1,701	−3,203	1,502
1976	110.1	35,405	9,724	1,659	1,974	66	5	23	9	−1,405	−3,571	2,166
1975 2nd qtr.	108.0	8,880	2,484	446	513	−213	−74	−51	−61	−333	−657	324
3rd qtr.	106.6	8,739	2,562	420	512	−213	−209	−26	16	−620	−974	354
4th qtr.	107.4	8,649	2,461	407	494	−147	−115	12	24	−183	−628	445
1976 1st qtr.	110.1	8,829	2,489	405	471	44	0	26	33	−90	−538	448
2nd qtr.	109.6	8,797	2,425	407	489	−57	−66	−20	−45	−390	−907	517
3rd qtr.	109.8	8,880	2,435	421	506	−1	−2	14	16	−511	−1,144	633
4th qtr.	110.8	8,899	2,375	426	508	80	73	3	5	−414	−982	568
1977 1st qtr.	109.4	8,762	2,242	419	507	209	125	51	102	−461	−962	501
2nd qtr.	109.9	8,663	2,241	428	510	170	151	30	−5	−241	−733	492
3rd qtr.		8,825 pe								526	1	525 e
% change last 2 qtrs. on prev. 2 qtrs.	−0.6	−1.0	−6.8	—	+0.3							
on a year earlier	−0.2	−1.1	−8.8	+4.3	+5.9							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students	% of total employees	Unfilled vacancies for adults	Export	Import
				monthly averages						mid-month count		mid-month count	On a balance of payments basis	
	at 1970 prices		at 1971 prices		(not seasonally adjusted)				(old series)				at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1970 7,907	1970 7,932
1971	100.3	99.4	100.0	108.5	153.4†	9.4	104.6	109.0	119.4	775.8	3.4	130.9	106.7	104.2
1972	102.5	102.0	105.8	138.6	164.3†	7.1	109.2	114.8	134.8	854.9	3.7	147.3	107.1	116.7
1973	110.0	110.6	110.7	137.1	179.4†	9.2	144.5	123.2	152.6	611.0	2.6	307.0	122.2	133.8
1974	106.9	108.9	109.9	102.8	108.5	16.0	215.3	152.0	179.6	599.7¶	2.6¶	302.7¶	132.0	136.4
1975	101.7	102.4	107.9	97.2	134.8	24.2	235.4	188.7	227.6	929.0	3.9	150.0¶	126.1	126.5
1976	102.3	103.5	108.1	104.7	157.1	16.5	299.0	219.6	263.3	1,269.8¶	5.4¶	120.4¶	136.6	134.3
1976 3rd qtr.	101.8	103.9	108.9	97	158.5	13.7	306.8	223.2	265.5	1,305.5	5.5	123.6	134.9	138.0
4th qtr.	103.3	104.9	108.5	113	165.8	15.0	329.9	233.9	272.8	1,316.8¶	5.6¶	..	141.5	138.2
1977 1st qtr.	103.6	105.7	105.0	104	174.1	16.5	341.5	248.0	280.2	1,330.2	5.6	..	141.2	142.3
2nd qtr.	102.0	103.1	103.9	102	181.9	17.4	347.7	259.2	285.3	1,330.4	5.6	159.2	149.3	144.4
3rd qtr.			106,9 p	112	184,7	16,5	341.1 p	267.7 p		1,420.8	6.0	150.5	153,4	141,4
1976 July	101.9	104.1	108.8	91	156.3	12.9	302.0	219.8	263.1	1,288.9	5.5	118.6	131.1	139.5
Aug.	101.2	103.2	108.9	115	158.5	13.8	304.0	223.4	267.2	1,308.8	5.6	126.2	135.6	133.8
Sept.	102.4	104.4	108.9	86	160.6	14.3	314.4	226.3	266.1	1,318.7	5.6	125.9	138.0	140.5
Oct.	102.8	104.9	108.1	109	163.5	14.7	327.7	230.0	269.0	1,307.9	5.5	124.5	141.6	140.7
Nov.	103.4	105.1	109.2	119	165.8	15.0	331.8	234.6	272.2	..	..	..	138.8	140.2
Dec.	103.6	104.6	108.3	111	168.0	15.1	330.2	237.2	277.1	1,325.7 e	5.6 e	..	144.1	133.7
1977 Jan.	103.8	105.6	106.7	93	172.4	16.6	337.8	244.9	278.1	1,338.2	5.7	..	141.5	153.8
Feb.	103.5	105.7	105.7	118	174.1	16.2	339.5	248.2	278.7	1,331.4	5.6	150.5	138.8	133.8
Mar.	103.6	105.8	103.1	102	175.8	16.7	347.2	250.8	283.8	1,321.1	5.6	157.3	143.3	139.4
Apr.	102.3	103.6	103.4	108	180.3	17.5	349.7	255.4	283.1	1,322.6	5.6	158.5	149.9	139.2
May	103.6	105.2	104.4	108	181.7	17.1	348.3	259.8	286.2	1,315.9	5.6	161.2	145.4	142.9
June	100.1	100.4	103.8	90	183.6	17.7	345.2	262.4	286.2	1,352.9	5.7	157.8	152.5	151.2
July	102.5	103.9	107.0	109	183.8	17.6	344.6 p	265.8 p	286.5	1,402.2	5.9	152.7	153.3	149.0
Aug.	102,7 p	103,4 p	107.2	124	184.7	16.5	339.5 p	268.0 p	288.6 p	1,413.8	6.0	154.1	150.2	131.0
Sept.			106½ p	103	185,7	15,8	339.1 p	269.2 p		1,446.4	6.2	144.7	156,6 p	144,2 p
Oct.										1,433.4 p	6.1	153.4 p		
% change latest 3 months on prev. 3 months	−1.3	−2.3	+2.9	+9.8	+1.6		−1.9	+3.3	+1.0	+5.5			+2½	−2
on a year earlier	+0.2	−0.7	−1.8	+15.1	+16.6		+11.2	+19.9	+8.8	+9.1			+14	+2½

p Provisional pe Preliminary estimate e Estimate .. Not available ¶ Average of available months

Inquiries: 01-215 3453

Economic indicators of the industrial countries

The tables have been prepared for the convenience of users who do not have access to the sources themselves. International publications (as indicated) have been used, supplemented, where available, by later reports, denoted – e. The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned. Exchange rates are those used in the basic data sources. The group of industrial countries is taken as comprising the members of the Organisation for Economic Co-operation and Development (OECD) ie: western Europe, north America, Japan, Australia and New Zealand. Consumer prices apart, New Zealand is excluded from OECD totals in that insufficient information is available.

The five tables in this article are published monthly. A full set of tables with commentary appears quarterly (see 2 September 1977).

Inquiries: 01-215 3442.

Table 1 Industrial production (excluding construction) seasonally adjusted

Indices 1970 = 100

	Belgium	Luxembourg	France	F.R. of Germany[2]	Ireland	Italy	Netherlands	United Kingdom r	EEC[1]	Canada r	United States	Japan	OECD
Weights in total	1.3	0.1	7.1	12.5	0.2	4.5	1.5	6.3	33.5	3.5	43.2	11.6	
1971	103	98.7	104	101.8	105	99.9	106	99.9	102	105.6	102.0	102.3	101
1972	109	102.8	112	105.7	109	104.4	111	102.1	106	113.0	111.0	110.2	108
1973	116	115.1	119	112.9	119	114.5	119	110.5	115	122.4	120.4	127.4	119
1974	120	119.1	122	111.3	123	119.0	123	108.5	115	126.9	119.9	123.5	119
1975	108	93.0	114	105.0	115	108.5	117	103.3	108	121.3	109.3	110.4	109
1976	119	98.8	124	112.7	127	121.1	125	104.6	115	127.4	120.4	125.1	119
1975 1st quarter	111	101.4	113	104	115	110.2	118	107.8	108	121.3	105.0	106.5	108
2nd	107	92.5	113	103	114	107.0	115	102.3	106	120.7	106.0	109.8	108
3rd	105	82.6	112	104	115	105.9	113	111.1	106	120.8	111.8	112.2	111
4th	110	94.4	117	108	117	110.8	121	102.3	110	122.4	114.4	112.9	114
1976 1st quarter	115	97.5	122	111	123	116.6	121	103.0	113	125.7	117.8	119.5	117
2nd	121	104.1	123	113	125	120.7	123	104.8	115	128.0	120.0	115.0	119
3rd	118	95.9	125	113	129	122.7	126	104.6	116	127.5	121.5	127.0	121
4th	122	98.1	125	115	131	127.9	127	106.1	118	128.4	122.2	129.3	122
1977 1st quarter	122	100.1	128	117	133	130.6	125	107.5	120	131.1	123.8	130.1	124
2nd	121	103.9	126	116	135	121.4	126	105.5	117	131.5	127.4	131.1	125
3rd											128.7		
1976 January	112	96.4	120	110		112.0	120	102.0	111	124.6	116.6	116.5	115
February	114	98.4	120	112		118.8	120	103.5	114	125.8	118.1	119.0	117
March	117	97.7	122	112		119.0	122	103.5	114	126.6	118.8	122.7	118
April	120	100.9	122	112		118.6	124	104.3	115	127.5	119.1	125.9	119
May	119	108.6	122	112		124.1	121	106.3	115	129.3	120.2	123.4	120
June	121	102.9	123	114		119.5	124	103.6	115	127.2	120.7	125.7	120
July	114	93.5	124	111		122.7	124	104.6	115	126.7	121.2	127.3	120
August	121	86.3	124	113		118.9	125	103.9	115	128.2	121.8	126.7	120
September	121	107.9	129	115		126.4	129	105.3	119	127.5	121.3	127.1	122
October	122	104.9	123	115		122.8	126	105.6	117	127.2	121.0	127.3	121
November	119	95.6	129	115		128.2	125	106.3	119	128.6	122.3	130.4	123
December	121	93.7	125	116		131.7	129	106.5	119	129.4	123.5	130.3	123
1977 January	122	102.5	129	118		130.1	128	107.7	121	131.6	122.5	130.7	124
February	119	95.2	128	116		130.7	125	107.4	119	130.8	123.6	128.4	123
March	123	102.5	129	118		131.0	125	107.5	120	131.0	125.4	131.2	125
April	120	99.4	126	116		122.5	130	105.9	118	130.7	126.3	132.3	124
May	122	106.6	124	114		125.7	125	107.4	117	131.8	127.6	129.6	124
June	121	105.6	128	116		117.0	123	103.3	117	132.2	128.3	131.4	125 e
July	104	96.4	124	116		118.0	123	105.7	116	130.9 e	128.9	128.8	125 e
August			124	117		119.3	123	105.9 p			128.8	130.0 e	
September											128.8		
% change latest three months On previous three months	−4.1	3.9	−0.8	0.3	1.5	−6.6	−2.9	−1.8	−2.0	+0.6	1.1	−0.7	0.5
On a year earlier	−2.0	1.2	1.3	3.3	8.1	−1.9	−1.1	+0.9	1.4	3.1	6.1	2.8	3.9

[1] Excluding Denmark. [2] Due to changes in the method of calculation, the quarterly and monthly figures for F.R. Germany have been substantially revised. r revised.
Source: United Kingdom: Department of Trade; all others 'OECD MEI'.

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Notes to table 3 (next page)

Unemployment data are defined and collected on different bases in different countries. The following notes indicate main variations preventing direct international comparison:

[1] Registered unemployed (excluding school leavers); rate per cent of total employees.
[2] Insured unemployed: rate per cent of total insured population.
[3] Labour force sample survey: rate per cent of total labour force.
[4] Unemployment-insurance beneficiaries: rate per cent of total numbers insured.
[5] Estimated in the absence of one month's figures.
[6] Averaged over component months. Rates per cent relate to the last period for which unemployment figures are given.
[7] Some seasonally adjusted data have been estimated from unadjusted material.
[8] UK per cent changes are calculated with a non-rounded series.
Source: 'OECD Main Economic Indicators' and *Department of Employment Gazette*.
[9] From 1977, new method of calculating unemployment which is not consistent with the other figures.

Table 3 Unemployment seasonally adjusted [7]

Numbers thousands

	Belgium[2]	Denmark[3]	France[1]	F.R. of Germany[1]	Ireland[2]	Italy[3 3]	Nether-lands[1]	United Kingdom[1 3]	Canada[3]	United States[3]	Japan[3]
1970	71	24	262	148	42	616	46	602	495	4 089	593
1971	71	30	337	185	42	613	62	776	552	4 993	639
1972	87	30	380	246	48	696	108	885	562	4 840	730
1973	92	20	394	274	44	669	110	611	520	4 305	670
1974	105	45	498	583	48	560	135	600[5]	525	5 076	740
1975	177	103	840	1 074	75	654	195	929	697	7 830	1 000
1976	229	107	933	1 060	84	732	211	1 269[5]	736	7 288	1 080
1975 1st quarter	142	99	708	1 000	68	603	174	738	664	7 476	910
2nd	170	103	829	1 070	74	667	191	847	698	8 087	962
3rd	190	101	915	1 123	78	648	205	1 000	716	7 997	1 025
4th	209	109	916	1 142	80	699	210	1 132	721	7 912	1 124
1976 1st quarter	210	109	907	1 139	82	681	208	1 223	705	7 151	1 067
2nd	229	106	950	1 033	84	693	208	1 246	730	7 014	1 100
3rd	240	104	951	1 035	85	776	221	1 308	752	7 439	1 102
4th	237	115	932	1 014	83	777	206	n.a.	764	7 578	1 051
1977 1st quarter	243	127	973	1 022	82	1 459	194	1 330	822	7 068	1 027
2nd	263	143	1 095	1 017		1 432 e	198	1 331	853	6 816	1 111
3rd	276 e		1 185	1 058				1 421	875	6 814	
1976 April	221	101	929	1 071	84		204	1 234	749	7 040	1 080
May	228	99	953	1 013	85		207	1 250	719	6 860	1 108
June	238	99	967	1 016	83		213	1 257	723	7 143	1 112
July	238	105	950	1 036	85		217	1 294	761	7 428	1 117
August	244	103	962	1 091	86		225	1 309	745	7 506	1 120
September	237	105	941	1 028	84		220	1 319	750	7 384	1 068
October	230	113	935	1 022	83		214	1 305	769	7 564	1 093
November	244	111	931	1 009	83		207	n.a.	752	7 651	1 102
December	238	122	930	1 011	83		199	1 326	772	7 519	967
1977 January	239	125	945	1 053	81		196	1 338	780	6 958	997
February	239	132	972	1 020	81		193	1 331	829	7 183	1 030
March	250	125	1 003	992	83		192	1 321	856	7 064	1 053
April	254	132	1 039	1 015	83		192	1 323	870	6 737	1 006
May	264	146	1 097	1 008	84 e		197	1 316	841	6 750	1 130
June	273	150	1 151	1 028	84 e		206	1 353	847	6 962	1 187
July	275	145 e	1 180	1 066	84 e		212 e	1 402	859	6 744	1 185 e
August	280 e	155 e	1 216	1 066			221 e	1 414	879	6 926	
September	274 e		1 159	1 043				1 446	886	6 773	
October								1 433			
Rate % in latest month	10.3	7.4	6.4	4.6 e	12.1 e	6.6	5.7 e	6.1	8.3	6.9	2.2 e
% change latest three months											
On previous three months	4.8	11.7	8.2	4.1	2.0	−1.9	9.9	5.5	2.6	−0.1	13.4
On a year earlier	15.3	46.6	24.6	0.6	—		−2.4	9.2	16.3	−8.4	4.9

See notes on previous page.

Table 5 Consumer prices All goods and services

Indices 1970 = 100

	Belgium	Luxem-bourg	Denmark	France	F.R. of Germany	Ireland	Italy	Nether-lands	United Kingdom	EEC	Canada	United States	Japan	OECD
1971	104.3	104.7	106	105.3	105.3	108.9	104.8	107.5	109.4	106	102.9	104.3	106.1	105
1972	110.0	110.1	113	111.7	111.1	118.4	110.8	115.9	117.2	113	107.8	107.7	110.9	110
1973	117.7	116.8	123	119.9	118.8	131.8	122.4	125.2	128.0	122	116.0	114.4	124.5	119
1974	132.6	128.0	142	136.3	127.1	154.2	146.2	137.3	148.4	138	128.6	127.0	154.2	134
1975	149.6	141.7	156	152.2	134.7	186.4	171.3	151.3	184.4	157	142.5	138.6	172.4	150
1976	163.2	155.6	170	166.8	140.8	219.9	199.6	164.6	214.9	175	153.2	146.6	188.4	163
1975 1st quarter	143.9	136.3	152	147.0	132.0	177.7	164.9	145.8	166.9	150	137.1	135.0	166.4	144
2nd	147.7	140.1	156	150.6	134.5	188.5	169.3	149.9	182.7	156	140.1	137.1	172.1	148
3rd	151.1	143.1	158	153.9	135.5	187.1	172.9	152.9	190.8	160	144.9	140.1	173.6	151
4th	155.5	147.3	157	157.3	136.7	192.2	178.1	156.3	197.3	163	147.9	142.3	177.7	155
1976 1st quarter	158.7	151.1	162	161.1	139.0	206.3	184.8	159.0	204.4	168	149.8	143.7	181.4	158
2nd	161.8	154.5	168	164.8	141.1	219.1	196.5	164.3	211.9	173	152.1	145.5	187.7	161
3rd	164.9	156.9	171	168.6	141.2	222.4	201.7	165.4	216.8	176	154.3	147.8	189 8	164
4th	187.6	159.7	178	172.9	141.9	231.8	215.5	169.6	226.8	182	156.6	149.4	194.5	168
1977 1st quarter	170.9	163.4	180	175.6	144.6	240.6	225.2	170.8	238.2	188	159.9	152.1	198.8	172
2nd	173.7	165.9	185	181.0	146.5	249.7	233.8	175.8	248.8	194	163.7	155.3	204.2	176
3rd	176.4	166.9	190	185.3	146.9		239.2	176.9	252.7	197	167.2	157.6	203.9	179
1976 January	158.0	150.5	159	159.9	138.2		181.1	157.5	202.3	166	149.3	143.3	180.4	157
February	158.5	151.3	160	161.0	139.2	206.3	185.1	159.0	204.9	168	149.8	143.7	181.6	158
March	159.5	151.6	167	162.4	139.7		188.8	160.5	206.0	170	150.4	144.0	182.3	159
April	161.0	153.8	167	163.8	140.6		193.8	163.9	210.0	172	151.0	144.6	187.2	160
May	162.2	154.7	169	164.9	141.1	219.1	197.7	164.5	212.3	174	152.3	145.5	187.7	161
June	162.4	154.9	169	165.6	141.5		198.6	164.5	213.4	174	153.0	146.3	188.1	162
July	163.7	156.1	169	167.2	140.9		199.6	163.7	213.8	175	153.6	147.1	189.1	163
August	164.4	157.3	170	168.4	141.4	222.4	201.8	165.4	216.8	176	154.3	147.8	187.6	164
September	166.5	157.5	174	170.2	141.4		205.2	167.2	219.7	178	155.0	148.4	192.6	165
October	166.9	158.7	176	171.8	141.5		211.1	169.5	223.7	181	156.1	149.0	193.8	167
November	167.5	159.7	178	173.2	141.8	231.8	215.7	169.7	226.8	182	156.6	149.4	193.8	167
December	168.4	160.8	179	173.8	142.5		218.6	169.7	229.8	184	157.1	149.9	195.8	169
1977 January	170.1	162.4	179	174.3	143.8		221.4	169.5	235.9	186	158.4	150.7	197.7	170
February	171.4	163.5	179	175.5	144.7	240.7	225.7	170.8	238.2	188	159.9	152.3	198.8	172
March	171.3	164.2	181	177.1	145.2		228.5	172.2	240.5	190	161.5	153.2	200.0	173
April	172.2	165.2	183	179.4	145.9		231.3	175.1	246.7	192	162.4	154.4	203.3	175
May	173.9	165.8	186	181.1	146.5	249.7	234.2	176.0	248.6	194	163.8	155.3	205.2	176
June	175.0	166.7	187	182.5	147.2		235.8	176.4	251.2	195	164.9	156.3	204.1	178
July	175.5	167.4	188	184.1	147.0		237.2	176.1	251.4	196	166.5	157.0	203.6	178
August	176.0	166.9	190	185.1	146.9	252.4	238.9	176.7	252.7	197	167.1	157.6	203.6	179
September	177.6 e	166.5	192	186.8	146.8		241.5 e	177.8 e	254.0	198 e	168.1 e	158.1 e	204.4 e	181 e
% change														
latest month on same month a year earlier	6.7	5.7	10.3	9.8	3.8	—	17.7	6.3	15.6	11.2	8.5	6.5	6.1	9.7
latest three months on previous three months	1.6	0.6	2.5	2.4	—	1.1	2.3	0.6	1.6	1.7	2.2	1.4	−0.2	1.7
on previous three months on a year earlier	7.0	6.3	11.1	9.9	4.0	13.5	18.3	6.9	16.6	11.7	8.4	6.6	7.4	9.3

Source: OECD main economic indicators.

Table 8 Exports (fob) Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark[2]	France	F.R. of Germany	Ireland[2]	Italy	Nether- lands	United Kingdom[2]	EEC	Canada	United States[2]	Japan[2]	OECD
1970	11 592	3 288	17 940	34 188	1 032	13 188	11 772	19 382	112 356	16 134	43 224	19 320	220 045
1971	12 081	3 609	20 592	39 009	1 308	15 177	13 953	22 365	128 084	17 676	44 211	23 994	246 037
1972	15 995	4 330	25 739	46 208	1 610	18 535	15 392	24 415	153 152	20 184	49 676	28 591	290 784
1973	22 416	6 120	35 952	67 440	2 124	22 236	23 952	30 662	210 684	25 200	71 316	36 936	398 880
1974	28 260	7 716	45 900	89 160	2 628	30 288	32 436	38 827	275 100	32 784	98 508	55 536	532 932
1975	28 812	8 712	52 212	90 024	3 216	34 824	34 440	44 260	295 992	32 304	107 652	55 752	567 804
1976	32 844	9 108	55 812	102 036	3 312	36 924	38 748	46 541	325 044	38 628	114 996	67 272	630 504
1975 1st quarter	7 731	2 172	13 434	23 481	783	8 685	8 823	11 353	76 542	8 022	27 114	14 781	146 070
2nd	6 981	2 196	13 248	23 025	753	8 571	8 565	10 978	74 367	7 890	25 803	13 734	140 847
3rd	6 540	2 073	12 591	21 279	798	8 646	8 052	10 562	70 488	7 842	27 171	13 344	136 887
4th	7 305	2 243	12 939	22 329	834	8 943	9 009	11 214	74 763	8 220	27 837	14 130	143 982
1976 1st quarter	7 467	2 136	13 395	23 427	735	8 427	8 949	11 477	76 086	9 102	26 190	15 729	147 453
2nd	7 701	2 223	13 893	24 441	820	8 919	8 733	11 399	78 183	9 555	28 668	16 443	153 063
3rd	8 151	2 340	13 881	25 851	832	9 327	9 858	11 480	81 696	9 996	29 649	16 977	160 509
4th	9 207	2 433	14 556	27 768	903	10 089	11 241	11 932	88 107	9 402	29 499	17 685	167 034
1977 1st quarter	9 156	2 547	15 282	28 134	957	10 395	10 690	13 003	90 120	10 359	29 746	19 746	171 954
2nd	9 066	2 362	15 303	28 615	1 004	11 571	10 329	14 323	92 552	10 211	31 329	19 664	175 615
3rd								16 018					
1976 April	2 550	723	4 568	7 981	290	2 775	2 890	3 768	25 551	3 094	9 114	5 299	49 504
May	2 622	780	4 899	8 459	274	3 319	3 009	3 819	27 230	3 095	9 889	5 648	52 484
June	2 594	738	4 488	8 100	249	2 725	2 785	3 807	25 511	3 389	9 689	5 640	51 276
July	2 364	757	4 435	8 040	266	3 131	3 123	3 674	25 800	3 253	9 905	5 576	51 770
August	2 766	785	4 713	8 378	257	3 032	3 381	3 884	27 157	3 432	9 843	5 545	53 289
September	3 021	798	4 733	9 434	308	3 165	3 353	3 915	28 738	3 313	9 902	5 857	55 449
October	3 148	767	4 753	9 024	323	3 387	3 435	3 865	28 710	3 138	9 725	5 988	54 652
November	2 880	827	4 782	9 097	290	3 493	3 846	3 887	29 069	3 021	9 342	5 733	54 696
December	3 179	840	5 021	9 648	291	3 208	3 960	4 182	30 326	3 244	10 433	5 964	57 713
1977 January	3 032	852	5 175	9 285	309	3 517	3 654	4 356	30 164	3 308	9 597	6 696	57 100
February	2 950	816	5 058	9 147	323	3 299	3 643	4 302	29 521	3 378	9 801	6 499	56 507
March	3 174	880	5 049	9 702	325	3 578	3 393	4 345	30 435	3 677	10 066	6 551	58 346
April	2 997	847	4 968	9 093	334	3 883	3 542	4 709	30 364	3 451	9 949	6 894	57 978
May	2 946	722	5 314	9 584	327	3 819	3 431	4 652	30 792	3 283	10 540	6 282	58 265
June	3 123	793	5 021	9 938	342	3 867	3 356	4 962	31 396	3 477	10 084	6 488	59 372
July		813	5 031	9 236	403			5 043		3 572	10 279		
August								5 845					
September								5 130					
% change latest three months:													
On previous three months	−1.0	−8.5	1.9	2.9	9.2	11.3	−3.4	11.8	2.7	−1.7	3.6	−0.4	2.1
One year earlier	16.7	2.3	11.2	16.9	35.9	31.2	18.9	39.5	18.2	6.1	4.8	18.6	14.6

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. r revised.

Source: United Kingdom: Department of Trade. All others: 'OECD Series "A" '.

Table 9 Imports (cif) Special trade[1], seasonally adjusted

US $ million

	Belgium/ Luxembourg	Denmark [2]	France	F.R. of Germany	Ireland [2]	Italy	Nether- lands	United Kingdom[2]	EEC	Canada	United States [2]	Japan	OECD
1970	11 352	4 380	19 116	29 808	1 572	14 940	13 392	21 696	116 280	13 308	39 960	18 876	225 649
1971	12 390	4 476	21 261	34 356	1 838	16 026	15 159	23 918	129 403	15 460	45 633	19 716	250 717
1972	14 879	4 988	26 696	39 759	2 113	19 252	17 127	27 877	152 643	18 924	55 819	23 463	297 984
1973	21 936	7 704	37 380	54 492	2 784	27 816	24 360	38 872	215 232	23 304	69 120	38 316	410 820
1974	29 700	9 852	52 824	68 976	3 816	40 968	33 204	54 344	293 568	32 292	100 968	62 112	583 020
1975	30 708	10 332	54 240	74 208	3 804	38 364	35 148	53 608	300 048	33 960	96 936	57 864	587 376
1976	33 352	12 336	64 392	87 780	4 200	43 368	39 348	56 269	343 428	37 956	121 788	64 776	672 906
1975 1st quarter	7 467	2 424	13 902	18 552	981	9 471	9 240	14 228	76 083	8 568	24 813	14 832	150 342
2nd	7 314	2 412	13 176	18 630	924	9 024	8 739	12 957	73 311	8 457	22 683	13 779	143 442
3rd	6 945	2 478	12 879	17 982	903	9 381	8 202	13 175	71 949	8 337	24 030	14 337	142 257
4th	7 614	2 841	14 277	19 128	1 008	10 410	9 039	13 103	77 517	8 556	25 410	14 964	150 357
1976 1st quarter	7 743	2 874	15 015	19 956	1 023	10 035	8 847	13 339	78 741	9 240	27 333	14 973	155 073
2nd	7 986	2 982	15 399	20 775	975	10 578	9 444	13 848	82 083	9 630	29 295	15 300	161 313
3rd	8 286	3 126	16 335	22 431	1 059	10 620	10 002	14 301	86 244	9 612	32 043	17 004	172 821
4th	9 225	3 354	17 628	24 240	1 125	12 057	11 658	14 411	93 867	9 405	32 631	17 427	183 699
1977 1st quarter	9 645	3 381	17 568	24 351	1 296	11 832	11 385	15 352	94 824	9 876	35 439	17 721	186 828
2nd	9 465	3 211	17 082	23 882	1 237	12 214	11 182	16 461	94 779	10 182	37 685	17 125	189 028
3rd								15 827					
1976 April	2 661	999	5 020	7 146	321	3 641	3 282	4 540	27 602	3 238	9 651	4 975	53 786
May	2 822	987	5 479	6 983	338	3 962	3 176	4 612	28 093	3 070	9 192	4 899	53 962
June	2 572	995	4 852	6 680	326	3 280	3 014	4 689	26 389	3 294	9 883	5 120	53 565
July	2 639	908	4 941	7 089	332	3 422	3 238	4 809	27 426	3 199	10 992	5 473	55 988
August	2 767	1 079	5 498	7 778	350	3 643	3 415	4 626	29 150	3 268	10 377	5 699	58 019
September	2 885	1 139	5 896	7 563	376	3 555	3 350	4 860	29 668	3 144	10 673	5 833	58 814
October	3 028	1 048	5 825	7 748	355	3 782	3 645	4 660	30 171	3 066	10 748	5 785	58 946
November	3 088	1 089	6 064	7 763	392	4 532	3 567	4 881	31 495	3 230	10 679	6 054	61 874
December	3 109	1 217	5 740	8 730	378	3 742	4 446	4 869	32 203	3 108	11 204	5 588	62 879
1977 January	3 346	1 090	6 053	8 349	463	3 870	4 075	5 531	32 781	3 257	11 430	6 173	63 065
February	3 070	1 062	5 725	7 818	418	3 995	3 803	4 881	30 777	3 326	11 582	5 677	61 071
March	3 229	1 230	5 791	8 183	415	3 968	3 505	4 939	31 264	3 294	12 427	5 873	62 691
April	3 171	1 042	5 412	7 707	399	4 240	3 764	5 194	30 945	3 482	12 721	5 742	62 314
May	3 153	1 042	5 672	8 112	418	4 276	3 723	5 405	31 811	3 394	12 050	5 785	62 686
June	3 141	1 127	5 998	8 063	429	3 699	3 695	5 863	32 023	3 316	12 914	5 598	64 028
July		1 029	5 478	8 563	456			5 491		3 268	12 877		
August								4 950					
September								5 386					
% change latest three months:													
On previous three months	−1.9	−4.1	−1.3	−4.3	5.8	3.2	−1.8	−3.9	−0.1	−1.2	3.0	−3.4	1.2
One year earlier	17.5	10.7	12.3	19.2	30.8	12.2	18.1	10.7	15.5	4.3	25.9	14.2	17.2

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] fob. r revised.

Source: United Kingdom: Department of Trade. All others: 'OECD Series "A" '.

Overseas travel and tourism in the second quarter: tourist spending up 41 per cent on last year

Provisional figures for the second quarter of 1977, show the increase in the numbers of overseas visitors to the UK continuing this year. The figures show that there were 2.9 million overseas visitors to the UK, an increase of 21 per cent on the second quarter of 1976. Visits abroad by UK residents, however, decreased by 2 per cent to 2.9 million. These figures include estimates of those travelling from and to the Irish Republic.

The upward trend in spending by overseas visitors in the UK continued. Expenditure (on a seasonally adjusted basis) by all visitors in the second quarter 1977 was £529 million, 41 per cent higher than a year ago. Expenditure by UK residents abroad also increased, but to a lesser extent, to £287 million, 17 per cent more than a year ago.

The positive balance on the travel account amounted to £242 million in this quarter, which was 86 per cent greater than in the second quarter 1976.

These figures are obtained from the international passenger survey for the second quarter of 1977, to be published during November in Business Monitor M6, Overseas Travel and Tourism.

Overseas visitors to the UK

The number of visitors to the UK from EEC countries (but excluding the Irish Republic) in the second quarter 1977, rose by 24 per cent compared with the corresponding period of 1976. Increases were shown of 31 per cent in the number of visitors from France, and 36 per cent from West Germany. The number of visitors from other western European countries rose by 34 per cent with an increase in the number of visitors from Scandinavian countries of 40 per cent. Visitors from north America increased by 19 per cent, and the total from other areas by 10 per cent, including visitors from the Middle East where a rise was shown of 30 per cent. There was an increase in the number of visitors coming by air of 19 per cent to 1 572 000 and by sea of 26 per cent to 1 153 000. For the second quarter 1977 holiday visits and visits to friends and relatives rose by 26 per cent, and 19 per cent respectively. Business visits increased by 5 per cent, and visits for other purposes (including those for shopping and study) by 33 per cent. The figures referred to above are summarised at table 1.

Visits abroad by UK residents

The number of visits to EEC countries by UK residents (excluding those to the Irish Republic) in the second quarter 1977, showed a decrease of 4 per cent on the corresponding period of 1976, and a decrease of 8 per cent to other western European countries. There was a decrease in the number of visits to Belgium and Luxembourg of 22 per cent, and a general decrease to the Scandinavian countries of 26 per cent. Visits to north America rose 5 per cent, but those to other areas remained unchanged from the corresponding period of 1976. The number of visits abroad by air in the second quarter 1977 decreased by 4 per cent to 1 643 000, and those by sea by 7 per cent to 871 000. There was a decline of 11 per cent in holiday visits compared with the second quarter 1976, but visits to friends and relatives rose by 11 per cent. Business visits also rose slightly by 2 per cent, and those for other purposes by 12 per cent. The figures referred to above are summarised at table 2.

Inquiries: 01-212 5555.

See next page for table 3.

Table 1 Overseas visitors to the United Kingdom

Thousands

		Area of residence				Mode of travel[1]		Purpose of visit[1]			
	Total all visits	W. Europe EEC[1]	W. Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other purposes
1975 – total	8 844	3 599	1 128	1 817	1 597	5 053	3 088	3 795	1 541	1 440	1 365
1976 – total	10 089	4 263	1 385	1 967	1 752	5 652	3 716	4 606	1 669	1 526	1 567
% change 1976/75	+14	+18	+23	+8	+10	+12	+20	+21	+8	+6	+13
1976 1st quarter	1 476	608	206	257	295	961	406	548	329	293	196
2nd quarter	2 406	1 041	293	514	391	1 325	914	1 114	443	342	339
3rd quarter	3 983	1 677	498	785	701	1 966	1 696	2 067	406	563	626
4th quarter	2 223	938	388	411	364	1 400	700	876	490	328	406
1977 1st quarter	1 867	795	321	302	331	1 225	524	743	411	309	286
2nd quarter	2 909	1 291	393	609	432	1 572	1 572	1 398	468	408	451
% change 1977/76 (1st quarter)	+26	+31	+56	+17	+12	+28	+29	+36	+25	+5	+46
2nd quarter	+21	+24	+34	+19	+10	+19	+26	+26	+5	+19	+33

[1] Excluding visits from the Irish Republic. Source: international passenger survey.

Table 2 Visits abroad by United Kingdom residents

Thousands

		Area of residence				Mode of travel[1]		Purpose of visit[1]			
	Total all visits[2]	W. Europe EEC[1]	W. Europe non-EEC	North America	Other areas	Air	Sea	Holiday	Business	Visits to friends and relatives	Other purposes
1975 – total	11 607	4 602	4 170	492	849	6 505	3 608	6 891	1 520	1 282	575
1976 – total	11 134	4 512	3 725	547	903	6 411	3 276	6 287	1 757	1 311	476
% change 1976/75	−4	−2	−11	+11	+6	−1	−9	−9	+16	+2	−17
1976 1st quarter	1 625	569	541	75	225	1 122	288	732	399	238	63
2nd quarter	2 973	1 332	987	111	212	1 703	939	1 725	482	291	184
3rd quarter	4 545	1 876	1 576	215	240	2 277	1 630	2 925	360	519	146
4th quarter	1 992	736	620	146	226	1 309	419	904	515	263	83
1977 1st quarter	1 746	652	545	92	235	1 202	323	753	437	280	73
2nd quarter	2 905	1 278	908	116	212	1 643	871	1 535	492	321	206
% change 1977/76 (1st quarter)	+7	+15	+1	+22	+4	+7	+12	+3	+9	+18	+15
2nd quarter	−2	−4	−8	+5	0	−4	−7	−11	+2	+11	+12

[1] Excluding visits to the Irish Republic.
[2] Includes cruise holidays not allocated to area or mode of travel.

Table 3 Overseas earnings and expenditure (1) – at current prices

	Overseas visitors to UK		UK residents going abroad		Balance (£m)	
	Earnings (£m) current prices		Expenditure (£m) current prices		Current prices	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
1975 – total	1 123		878		+245	
1976 p – total	1 628		1 008		+620	
% change 1976/75	+45		+15		+153	
1976 1st quarter p	210	322	140	236	+70	+86
2nd quarter p	353	376	244	246	+109	+130
3rd quarter p	652	451	415	242	+237	+209
4th quarter p	413	479	209	284	+204	+195
1977 1st quarter p	332	513	169	289	+163	+224
2nd quarter p	497	529	275	287	+222	+242
% change 1977/76						
1st quarter		+59		+22		+160
2nd quarter		+41		+17		+86

Source: international passenger survey
(1): Includes estimates for the Irish Republic, and from 1975 for the Channel Islands

Table 1 Insolvencies

England and Wales — Number

	Bankruptcies					Company liquidations					
	Unadjusted				Seasonally adjusted	Unadjusted			Seasonally adjusted		
	Total	Receiving orders	Administration orders	Deeds of arrangement	Total	Total	Compulsory	Creditors' voluntary	Total	Compulsory	Creditors' voluntary
1968	4 298	4 123	27	148		3 165	1 108	2 057			
1969	4 772	4 532	20	220		3 510	1 181	2 329			
1970	5 087	4 878	29	180		3 689	1 269	2 420			
1971	4 793	4 630	13	150		3 506	1 166	2 340			
1972	4 337	4 225	19	93		3 063	1 150	1 913			
1973	3 917	3 805	12	100		2 575	1 080	1 495			
1974	5 718	5 595	13	110		3 720	1 395	2 325			
1975	7 271	7 123	20	128		5 398	2 287	3 111			
1976	7 207	7 089	19	99		5 939	2 511	3 428			
1968											
1st qtr	1 231	1 190		41	1 121	897	307	590	850	287	563
2nd qtr	1 024	985		39	1 040	775	279	496	772	271	501
3rd qtr	932	907		25	1 020	586	148	438	731	270	461
4th qtr	1111	1 068		43	1 117	907	374	533	812	280	532
1969											
1st qtr	1 231	1 173		58	1 135	872	318	554	824	296	528
2nd qtr	1 095	1 055		40	1 094	871	308	563	864	298	566
3rd qtr	1 215	1 157		58	1 319	798	171	627	957	305	652
4th qtr	1 231	1 167		64	1 224	969	384	585	865	282	583
1970											
1st qtr	1 314	1 273		41	1 236	981	318	663	942	305	637
2nd qtr	1 321	1 280		41	1 308	966	339	627	971	335	636
3rd qtr	1 219	1 174		45	1 324	744	169	575	893	303	590
4th qtr	1 233	1 180		53	1 219	998	443	555	883	326	557
1971											
1st qtr	1 171	1 145		26	1 110	760	310	450	730	297	433
2nd qtr	1 253	1 205		48	1 237	945	285	660	942	275	667
3rd qtr	1 137	1 092		45	1 233	777	172	605	925	308	617
4th qtr	1 232	1 201		31	1 213	1 024	399	625	909	286	623
1972											
1st qtr	1 222	1 197		25	1 166	877	291	586	855	284	571
2nd qtr	1 200	1 175		25	1 187	799	293	506	799	284	515
3rd qtr	866	844		22	945	614	160	454	753	291	462
4th qtr	1 049	1 028		21	1 039	773	406	367	656	291	365
1973											
1st qtr	1 011	982		29	954	710	273	437	700	271	429
2nd qtr	952	919		33	941	653	308	345	655	302	353
3rd qtr	875	858		17	955	463	130	333	579	241	338
4th qtr	1 079	1 058		21	1 067	749	369	380	641	266	375
1974											
1st qtr	1 322	1 296		26	1 230	713	264	449	701	258	443
2nd qtr	1 341	1 314		27	1 329	844	309	535	847	297	550
3rd qtr	1 377	1 355		22	1 500	829	224	605	1 023	415	608
4th qtr	1 678	1 643		35	1 659	1 334	598	736	1 149	425	724
1975											
1st qtr	1 938	1 900		38	1 793	1 238	540	698	1 228	538	690
2nd qtr	1 816	1 783		33	1 814	1 317	593	724	1 328	582	746
3rd qtr	1 719	1 693		26	1 879	1 138	279	859	1 393	532	861
4th qtr	1 798	1 767		31	1 785	1 705	875	830	1 449	635	814
1976											
1st qtr	1 921	1 891		30	1 773	1 554	687	867	1 529	669	860
2nd qtr	1 807	1 785		22	1 813	1 490	653	837	1 491	629	862
3rd qtr	1 592	1 571		21	1 744	1 150	324	826	1 437	610	827
4th qtr	1 887	1 861		26	1 877	1 745	847	898	1 482	603	879
1977											
1st qtr	1 373	1 350		23	1 265	1 542	653	889	1 519	636	883
2nd qtr	1 092	1 067		25	1 097	1 533	602	931	1 541	582	959
3rd qtr	986	964		22	1 080	1 125	336	789	1 423	633	790

Insolvencies in England and Wales: third quarter 1977

Company liquidations fell in the third quarter of 1977 from their peak in the previous quarter. Receiving orders also fell but only slightly.

Table 1 shows that, on a seasonally adjusted basis total company liquidations fell to about 1420 in the third quarter of 1977 compared with about 1540 in the previous quarter, in which they reached their highest level since at least the beginning of 1960. Creditors' voluntary liquidations fell sharply from about 960 to about 790 but this was partly offset by a rise in compulsory liquidations from about 580 to about 630. Company liquidations rose steadily from mid-1973 to early 1976; since then they have remained relatively level, with a fall in the latest quarter.

Before seasonal adjustment there were 1125 company liquidations in the third quarter of 1977, made up of 336 compulsory liquidations and 789 creditors' voluntary liquidations. The total is about 2 per cent lower than a year earlier, with compulsory liquidations about 4 per cent higher and creditors' voluntary liquidations about 4 per cent lower.

Table 1 also shows that, on a seasonally adjusted basis, receiving orders (including administration orders and deeds of arrangement) fell to about 1080 in the third quarter of 1977 compared with about 1100 in the previous quarter. Following increases in some of the monetary limits in bankruptcy proceedings and in the deposits on bankruptcy petitions which came into effect in December 1976 (see the notes at the end of this article), the levels in the first three quarters of 1977 were much lower than at the end of 1976. Receiving orders (including administration orders and deeds of arrangement) rose steadily from mid-1973 to mid-1975; they remained relatively level until the end of 1976; they fell sharply in the first half of 1977, but now again show signs of levelling off.

Before seasonal adjustment, the number of receiving orders (including administration orders and deeds of arrangement) in the third quarter of 1977 was 986, a fall of about 38 per cent compared with a year earlier.

High Court and county court figures

The numbers of receiving and administration orders and of compulsory winding-up orders made in the High Court and county courts during the third quarter of 1977 and the four preceding quarters were as follows:

	1976		1977		
	3rd qtr	4th qtr	1st qtr	2nd qtr	3rd qtr
Receiving and administration orders					
High Court	361	664	493	476	374
County courts	1 210	1 197	857	591	590
Total	1 571	1 861	1 350	1 067	964
Compulsory liquidation winding-up orders					
High Court	190	719	535	485	226
County courts	134	128	118	117	110
Total	324	847	653	602	336

Industrial analysis

Table 2 gives the industrial analysis of receiving orders administered (including administration orders and deeds of arrangement) up to the second quarter of 1977. This table excludes orders that were rescinded before the business of the debtor could be investigated and deeds that were voided; the figures therefore do not agree with those in table 1, which are for all receiving orders, administration orders, and deeds of arrangement made. The data vary from quarter to quarter though there is a tendency for certain groups, eg construction, always to form a large proportion of the total. The compilation of the data for the fourth quarter of each year differs from that for the first three quarters. For this reason it is preferable to avoid comparison between the analysis for the fourth quarter of 1976 and those shown in table 2 for other quarters.

The percentage of receiving orders administered (including administration orders and deeds of arrangement) accounted for by self-employed individuals rose substantially in the second quarter of 1977 compared with the preceding quarter. Within this the largest rise was of 5 percentage points in construction, bringing the percentage in construction back to about the level of the second quarter of 1976 after lower percentages in intervening quarters. The percentages in manufacturing, road haulage, and food retailing each rose by about 1½ points. Other changes were relatively small.

Table 3 gives the industrial analysis of company liquidations up to the second quarter of 1977. Compared with the previous quarter, the largest rises, in terms of percentage of total company liquidations, came in manufacturing, which increased by about 3 percentage points from the low percentage in the preceding quarter, and in other industries, which at 14 per cent accounted for its highest percentage of the total since at least the beginning of 1969 when these analyses were first compiled. There were falls in the percentages accounted for by non-food retailing (1½ points) and by financial and professional services (about 3½ points). Other changes were relatively small.

Small changes in the industrial analyses should not necessarily be regarded as significant, if only because of the difficulty of making precise industrial classification in many cases and the erratic nature of the series.

Notes

An article describing these statistics and giving quarterly figures from the beginning of 1960 to the end of 1974 (with industrial analyses from the beginning of 1969 to the third quarter of 1974) was published in *Economic Trends* for March 1975.

The figures for bankruptcies in table 1 refer to persons, who are dealt with under the Bankruptcy Act 1914 and the Bankruptcy (Amendment) Act 1926 or who make arrangements with their creditors under the Deeds of Arrangement Act 1914. A receiving order is made by the court on the petition of a creditor if it is satisfied that the debtor has committed an act of bankruptcy, as listed in section 1 of the Bankruptcy Act 1914, or on the petition of the debtor himself. The order makes the official receiver who is an officer of the court, receiver of the debtor's estate and deprives the debtor of the right to deal with it. Administration orders, which are made under section 130 of the Bankruptcy Act 1914, relate to deceased insolvents. Deeds of arrangement relate to arrangements between debtors and creditors that are reached, without recourse to the courts, under the Deeds of Arrangement Act 1914.

Insolvent partnerships are dealt with under the bankruptcy acts and are included in the figures for receiving orders in table 1. A single receiving order may be made against a partnership or receiving orders may be made against partners individually, when each is included in table 1. If separate receiving orders are made, they are consolidated before being proceeded with and appear as a single receiving order in table 2.

Receiving orders administered, referred to in table 2, are those receiving orders not consolidated or rescinded before the end of the year. For the first three quarters of the year, the industrial analysis in table 2 is compiled about two months after the end of the quarter, to allow time for the statistics to be collected. Some of these receiving orders may later be rescinded. The analysis for the fourth quarter is obtained by subtracting the figures for the first three quarters from the figures for the full year. The industrial analysis for the full year takes account of revisions to the figures for the first three quarters and these are reflected in the analysis for the fourth quarter. It is therefore not appropriate to compare the industrial analysis for the fourth quarter with the analysis for the earlier quarters of the year.

Insolvent companies are dealt with under the Companies Acts 1948 and 1967 and the figures for company liquidations in table 1 refer to the two types of liquidation that involve insolvency. The figures for compulsory liquidations relate to winding-up orders made by the courts. The figures for creditors' voluntary liquidations, in which the company and its creditors come to terms without court proceedings, relate to notifications of resolutions to wind up. There is a third type, members' voluntary liquidations: these do not involve insolvency and they are not included in the figures in this article.

The Insolvency Act 1976 changed some aspects of the law relating to both bankruptcy and company liquidation. Its provisions include an increase in the minimum debt to support a creditor's petition for bankruptcy from £50 to £200; and under an amendment to the Bankruptcy Rules 1952, the deposits required on bankruptcy petitions were increased from £5 to £50 for debtors' petitions and from £7.50 to £90 for creditors' petitions. These changes have had a substantial effect on the number of bankruptcy petitions, and hence on the number of receiving orders, from the beginning of 1977.

Table 2 Industrial analysis of receiving orders administered[1]

England and Wales

	Numbers							Percentages						
			1976			1977				1976			1977	
Industry	1975	1976	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr	1975	1976	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr
Self-employed														
Agriculture	167	135	40	27	32	19	18	2.4	2.0	2.8	1.9	1.4	1.7	2.0
Manufacturing:														
Food, drink and tobacco	2	—	—	—	—	—	—	—	—	—	—	—	—	—
Chemicals	1	—	—	—	—	—	—	—	—	—	—	—	—	—
Metals and engineering	75	65	9	5	38	2	8	1.1	1.0	0.4	1.6	0.2	0.9	
Textiles and clothing	42	44	5	10	18	1	11	0.6	0.6	0.3	0.7	0.8	0.1	1.2
Timber and furniture	43	31	2	9	8	5	1	0.6	0.5	0.1	0.6	0.3	0.4	0.1
Paper, printing and publishing	23	29	5	2	19	2	1	0.3	0.4	0.3	0.1	0.8	0.2	0.1
Other manufacturing	13	16	2	2	9	1	1	0.2	0.2	0.1	0.1	0.4	0.1	0.1
Total manufacturing	199	185	23	28	92	11	22	2.9	2.7	1.6	2.0	4.0	1.0	2.5
Construction	1 543	1 564	360	316	527	227	219	22.6	23.0	25.1	22.8	22.8	19.8	24.8
Road haulage	458	405	83	70	175	47	51	6.7	6.0	5.8	5.0	7.6	4.1	5.8
Wholesaling:														
Consumer goods	54	77	17	9	47	11	10	0.8	1.1	1.2	0.6	2.0	1.0	1.1
Non-consumer goods	68	60	18	4	25	18	13	1.0	0.9	1.3	0.3	1.1	1.6	1.5
Retailing:														
Food	380	382	75	87	136	61	58	5.6	5.6	5.2	6.3	5.9	5.3	6.6
Non-food	718	764	132	147	311	137	97	10.5	11.2	9.2	10.6	13.4	12.0	11.0
Financial and professional services	306	317	58	42	142	52	35	4.5	4.7	4.0	3.0	6.1	4.5	4.0
Hotels and restaurants	291	358	55	91	131	59	51	4.3	5.3	3.8	6.6	5.7	5.2	5.8
Garages	307	249	37	39	119	29	27	4.5	3.7	2.6	2.8	5.1	2.5	3.1
Other consumer services	216	233	44	29	93	37	26	3.2	3.4	3.1	2.1	4.0	3.2	2.9
Other industries	82	69	18	15	22	11	6	1.2	1.0	1.3	1.1	1.0	1.0	0.7
Total	4 789	4 798	960	904	1 852	719	633	70.2	70.6	66.9	65.2	80.1	62.8	71.6
Other individuals														
Employees, no occupation and unemployed	1 512	1 467	377	378	240	317	180	22.2	21.6	26.3	27.3	10.4	27.7	20.4
Directors and promoters of companies	405	430	67	77	200	74	49	5.9	6.3	4.7	5.6	8.6	6.5	5.5
Occupation unknown	115	101	32	28	21	34	22	1.7	1.5	2.2	2.0	0.9	3.0	2.5
Total	2 032	1 998	476	483	461	425	251	29.8	29.4	33.1	34.8	19.9	37.2	28.4
All receiving orders administered	6 821	6 796	1 436	1 387	2 313	1 144	884	100.0	100.0	100.0	100.0	100.0	100.0	100.0

[1] Receiving orders made during the year, *less* those consolidated or rescinded before the end of the year, together with administration orders and deeds of arrangement on the same basis. The totals for all receiving orders administered are thus not equal to the totals shown in table 1. The construction of the quarterly figures is explained in the notes at the end of the article.

Table 3 Industrial analysis of total compulsory and creditors' voluntary liquidations

England and Wales

Industry	Numbers							Percentages						
			1976			1977				1976			1977	
	1975	1976	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr	1975	1976	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr
Agriculture	48	25	6	5	2	7	7	0.9	0.4	0.4	0.4	0.1	0.5	0.5
Manufacturing:														
Food, drink and tobacco	62	54	9	10	14	7	18	1.1	0.9	0.6	0.9	0.8	0.5	1.2
Chemicals	53	48	11	12	13	5	14	1.0	0.8	0.7	1.0	0.7	0.3	0.9
Metals and engineering	400	419	102	84	117	85	88	7.4	7.1	6.8	7.3	6.7	5.5	5.7
Textiles and clothing	230	257	6	56	70	66	58	4.3	4.3	4.4	4.9	4.0	4.3	3.8
Timber and furniture	114	121	37	22	32	27	36	2.1	2.0	2.5	1.9	1.8	1.8	2.3
Paper, printing and publishing	207	163	52	38	37	29	42	3.8	2.7	3.5	3.3	2.1	1.9	2.7
Other manufacturing	209	257	72	57	76	58	71	3.9	4.3	4.8	5.0	4.4	3.8	4.6
Total manufacturing	1 275	1 319	349	279	359	277	327	23.6	22.2	23.4	24.3	20.6	18.0	21.3
Construction	956	977	258	188	299	256	258	17.7	16.5	17.3	16.3	17.1	16.6	16.8
Road haulage	304	273	68	61	80	55	59	5.6	4.6	4.6	5.3	4.6	3.6	3.8
Wholesaling:														
Consumer goods	143	191	46	37	72	73	65	2.6	3.2	3.1	3.2	4.1	4.7	4.2
Non-consumer goods	318	237	54	51	71	51	50	5.9	4.0	3.6	4.4	4.1	3.3	3.3
Retailing:														
Food	119	113	24	20	34	31	24	2.2	1.9	1.6	1.7	1.9	2.0	1.6
Non-food	441	626	166	112	190	203	181	8.2	10.5	11.1	9.7	10.9	13.2	11.8
Financial and professional services	908	904	255	178	194	209	156	16.8	15.2	17.1	15.5	11.1	13.6	10.2
Hotels and restaurants	157	161	31	36	42	35	32	2.9	2.7	2.1	3.1	2.4	2.3	2.1
Garages	123	118	33	37	26	32	28	2.3	2.0	2.2	3.2	1.5	2.1	1.8
Other consumer services	184	489	78	65	197	143	132	3.4	8.2	5.2	5.7	11.3	9.3	8.6
Other industries	422	506	122	81	179	170	214	7.8	8.5	8.2	7.0	10.3	11.0	14.0
Total	5 398	5 939	1 490	1 150	1 745	1 542	1 533	100.0	100.0	100.0	100.0	100.0	100.0	100.0

There is considerable seasonal variation between quarters in the insolvency series, mainly because about 25 per cent of all receiving orders and about 80 per cent of all compulsory liquidations are dealt with by the High Court, which has fewer sittings in the third quarter compared with other quarters because of the long vacation. For receiving orders, the seasonal fall in the third quarter is made-up mainly in the following first quarter. Compulsory liquidations are more strongly seasonal, with a large fall in the third quarter followed by a large rise in the fourth. Creditor's voluntary liquidations are not particularly seasonal but seasonally adjusted figures for them are included in table 1.

Questions are often asked about the distribution of insolvencies by size or by region but it would be impracticable or very costly to compile statistics of this sort. There is no satisfactory measure of the size of an insolvency because a business tends to decline over a period and there are the problems of deciding for what time the size should be assessed and what measure should be used, and of obtaining this information retrospectively.

For regional statistics of bankruptcy, figures for receiving orders dealt with in the various courts provide some basis because cases are transferred to the court for the area in which the debtor lives or has his place of business. Annual figures for receiving orders analysed by court are given in the bankruptcy general annual report.

Regional statistics of company liquidations cannot be obtained in this way, because of the large proportion of cases dealt with by the High Court. There is also the difficulty that, although the address of the company's registered office may be known, the activities of the company are often located elsewhere and often extend over a wide area.

Inquiries: Economics and Statistics Division 6a, Department of Industry, Trade and Prices and Consumer Protection, Room 248, 1 Victoria Street, London SW1H 0ET (01-214 5538).

Retail trading statistics

A 276-page supplement to the report on the census of distribution for 1971 has been published by HMSO as Business Monitor SD 23, price £5.25.

The publication contains detailed analyses of retail shops in Scotland, Wales and the regions of England, together with television area tables. In addition it contains tables on floorspace, self-service in grocery shops, mail order and automatic vending machine sales, credit sales and book debts, department stores, credit and check traders, single-shop businesses, mobile shops, central offices, enterprises, commodity anaysis of turnover, voluntary group membership and transport costs.

Business Monitors

The following titles and issues of Business Monitors are now available:

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PQ 333.1 Pumps for second quarter 1977
PQ 336 Construction and earth moving equipment for second quarter 1977
PQ 339.7 Food and drink processing machinery and packaging and bottling machinery for second quarter 1977
PQ 354 Scientific and industrial instruments and systems for second quarter 1977
PQ 365.1 Gramophone records and tape recordings for second quarter 1977
PQ 391 Hand tools and implements for second quarter 1977
PQ 393 Bolts, nuts, screws, rivets, etc for second quarter 1977
PQ 396.2 Jewellery for second quarter 1977
PQ 399.1 Metal furniture for second quarter 1977
PQ 399.2 Metal windows and door frames for second quarter 1977
PQ 399.5 Drop forgings, etc, for second quarter 1977
PQ 399.6 Metal hollow-ware for second quarter 1977
PQ 422.1 Household textiles and handkerchiefs for second quarter 1977
PQ 422.2 Canvas goods and sacks and other made-up textiles for second quarter 1977
PQ 432 Leather goods for second quarter 1977
PQ 461.1 Refractory goods for second quarter 1977
PQ 491 Rubber manufactures for second quarter 1977
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PA 272 Pharmaceutical chemicals and preparations (92p)
PA 276 Synthetic resins and plastics materials and synthetic rubber (92p)
PA 278 Fertilisers (67p)
PA 279.1 Polishes (67p)
PA 332 Metal-working machine tools (92p)
PA 399.8 Miscellaneous metal manufacture (£1.09)

Business Monitors in the production series and miscellaneous series, and certain monitors (nos. SD 1 and SD 6) in the service and distributive series, are normally available by annual subscriptions from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the library at the Business Statistics Office, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121 – answer back BSONPT G) from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly monitors cost 50p a copy post free. Please send payments for all orders below £5. The annual monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department of Trade's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4H 7HU.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 28 October 1977.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Movietone News No. 2525	BR/E 39192/30/10/82	8	28 October	British Movietonews Ltd	British Movietonews Ltd
FOREIGN					
The Rescuers	F 39347	77	24 October	Walt Disney Productions Ltd	Walt Disney Productions Ltd, California
What a Performer	F 39348	58	26 October	Oppidan (UK) Ltd	Cinepix Incorporated, Paris
Pumping Iron	F 39349	85	27 October	Cinegate Ltd	George Butler and Robert Fiore, USA
Padre, Padrone (Father, Master)	F 39350	114	28 October	Artificial Eye Film Co Ltd	RAI Radiotelevisione Italiana, Rome

AMENDMENTS TO THE REGISTER

The title of the film 'Erotic Inferno' BR/E 39010/14/5/80 registered on 20 May 1975 has been amended to 'Adam and Nicole'.

The title of the film 'Let Us Play Sex' BR/E 38621/6/6/81 registered on 1 June 1976 has been amended to 'The Intruders'.

The title of the film 'Sexier than Sex' F 37837 registered on 4 December 1974 has been amended to 'Lovelier than Love'.

The title of the film 'S for Sex' EC 35513/12/6/76 registered on 8 June 1971 has been amended to 'Hot and Adolescents'.

The title of the film 'Wife Swapping French-Style' F 35512 registered on 8 June 1971 has been amended to 'Hot Games of Sex'.

Trade and Industry index

The index for volume 26 of *Trade and Industry*, covering the first three months of 1977, was published as a loose insert on 21 October. The index for volume 27, covering the second quarter of the year, is due to be published on 11 November.

United Kingdom in figures

In the last 25 years . . .

- Population of the United Kingdom has grown by 5½ million
- Marriages increased by 12 per cent between 1951 and 1971, but by last year had fallen to 2 per cent below the 1951 total
- Infant mortality decreased by 55 per cent
- Students in higher education rose by 296 per cent to over half a million (9 per cent of the population) by 1976
- Owner occupation of homes increased by 24 per cent. By 1976 53 per cent of all dwellings were owner occupied
- Number of vehicles on our roads rose by 279 per cent to total over 18 million. But railway track in use nearly halved
- Persons found guilty of violence against the person in England and Wales rose from 4000 to 38 000 a year. Motoring offences jumped by 362 per cent in England and Wales
- Retail prices increased by 336 per cent but real personal disposable income per head increased by 89 per cent and the volume of consumer spending by 64 per cent

These figures are given in the 1977 edition of 'United Kingdom in figures' in a pocket-sized card available free of charge from the Government Statistical Service.

The card spans the years 1951, 1971, 1975 and 1976 at a glance with around 100 key sets of statistics. There is a section on the nation's accounts in 1976.

The card is intended as an *aide memoire* for busy people who need facts at their fingertips, such as businessmen, trade unionists, journalists, and educationists.

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Organisational information

Commercial representation guide 28 Oct 77
ECGD local offices 12 Aug 77
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Guide to departments 2 Sept 77
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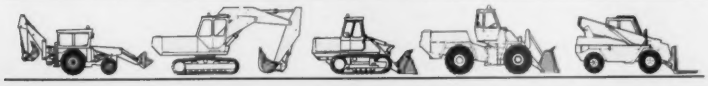

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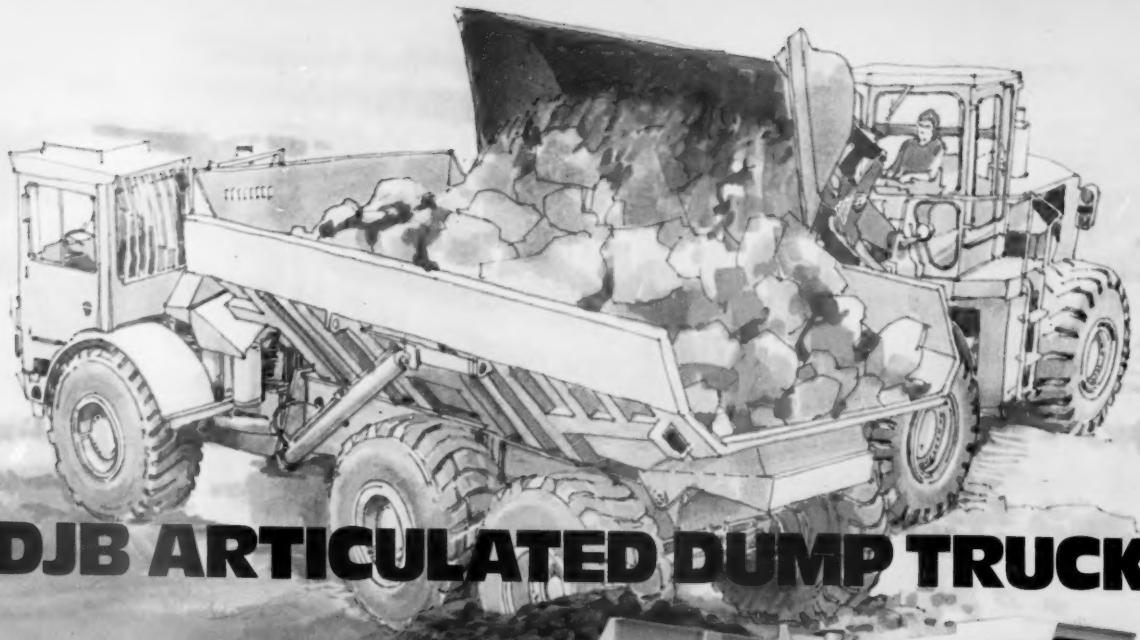

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